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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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CHICAGO, ILLINOIS, JANUARY 15, 1912.

No. 7.

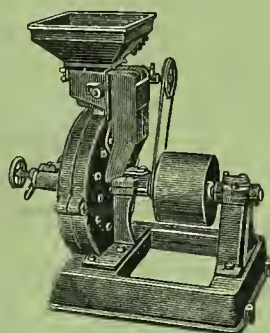
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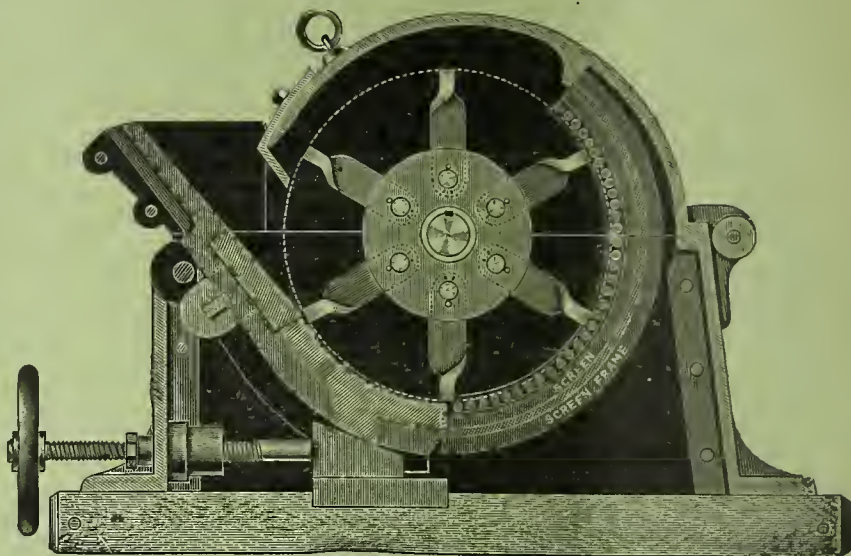
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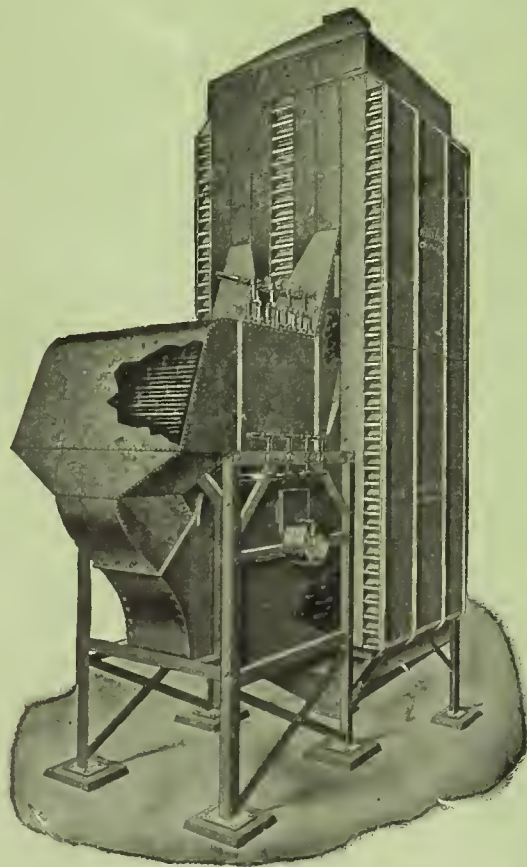
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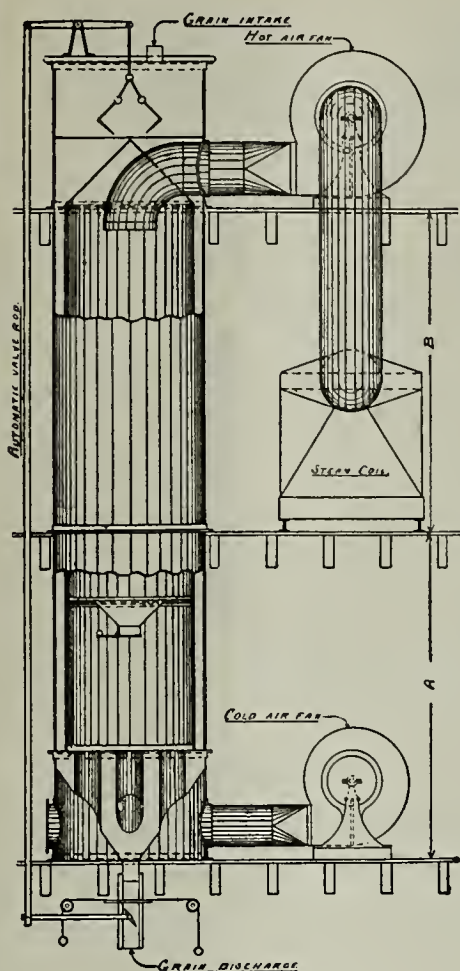
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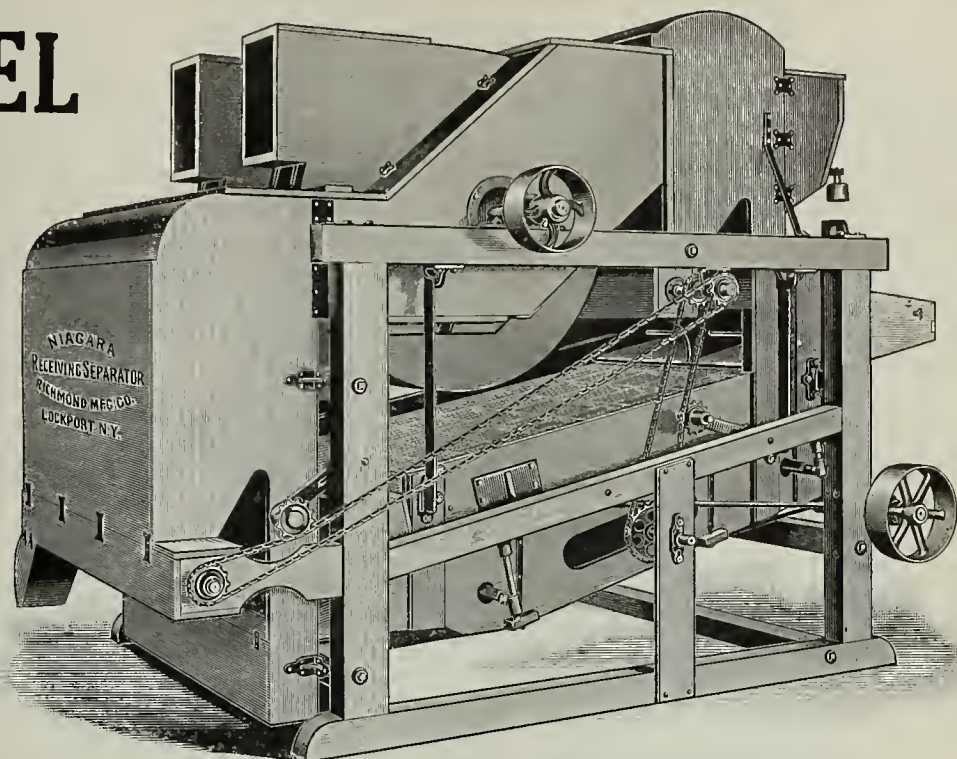
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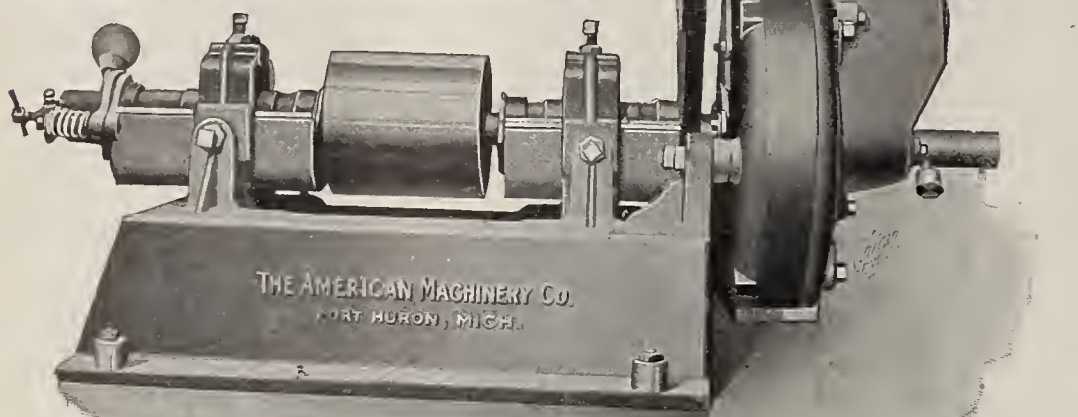
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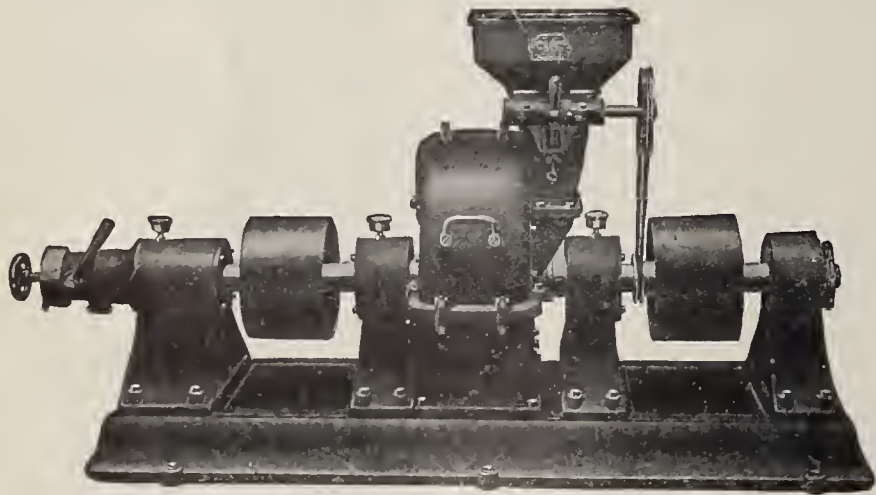
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We would like to send you complete descriptive matter of our feed mill outfit, giving references from parties who are satisfied where they were formerly using the best makes of other grinders.

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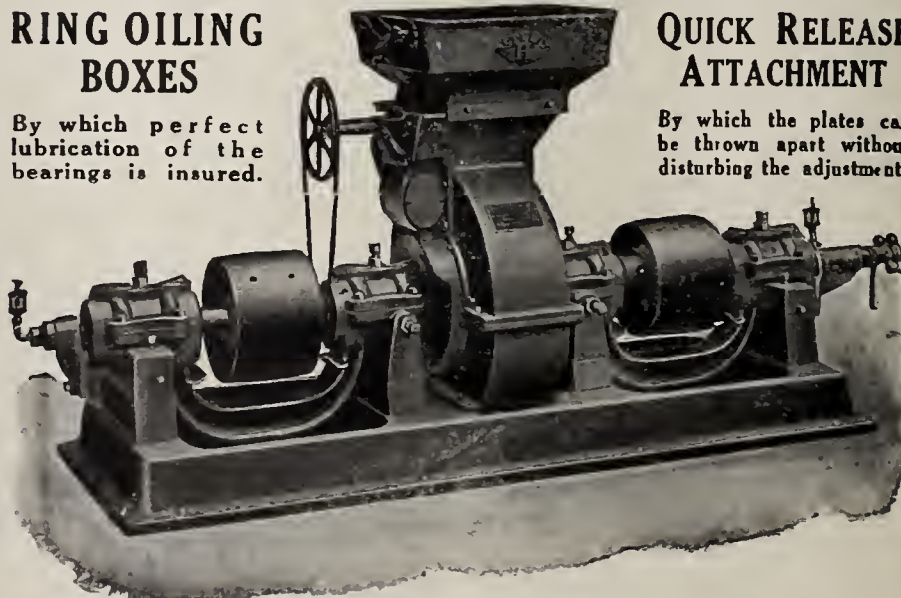
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By which the grain is easily conveyed to the grinding plates, making a positive and noiseless feed.

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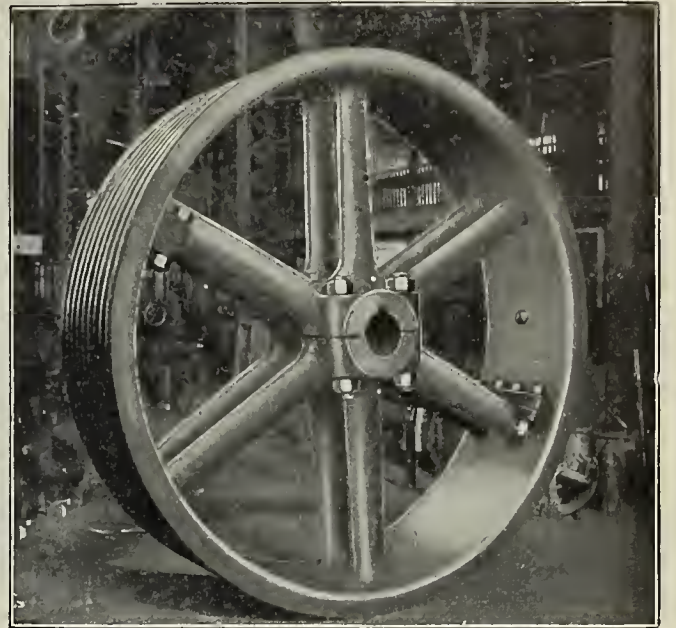
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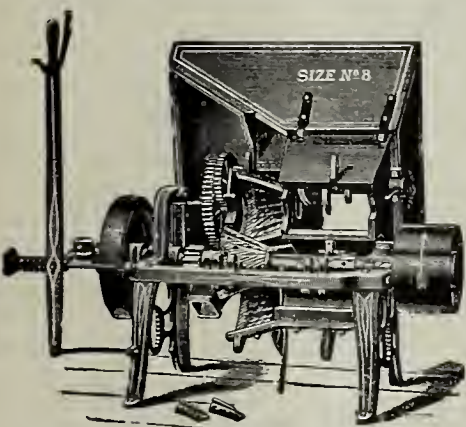
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Send for Catalog No. 34.

## Bowsher's All-Around Feed Mill



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is the best on earth

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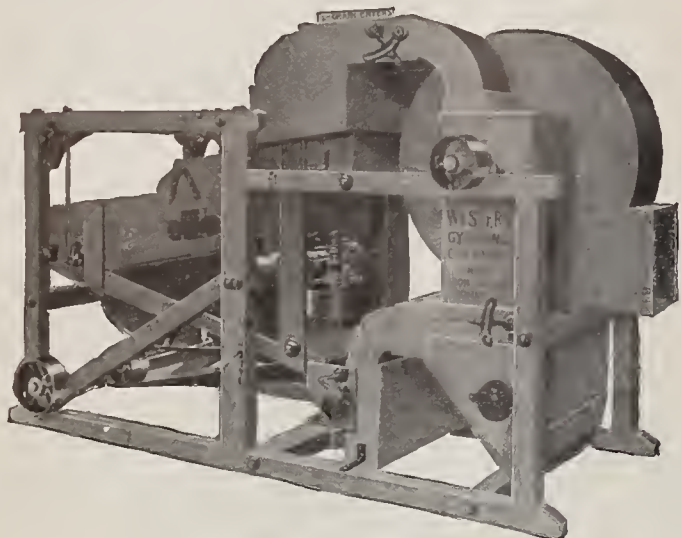
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**WESTERN** machinery has played an important part in handling the World's Grain crop for nearly half a century.



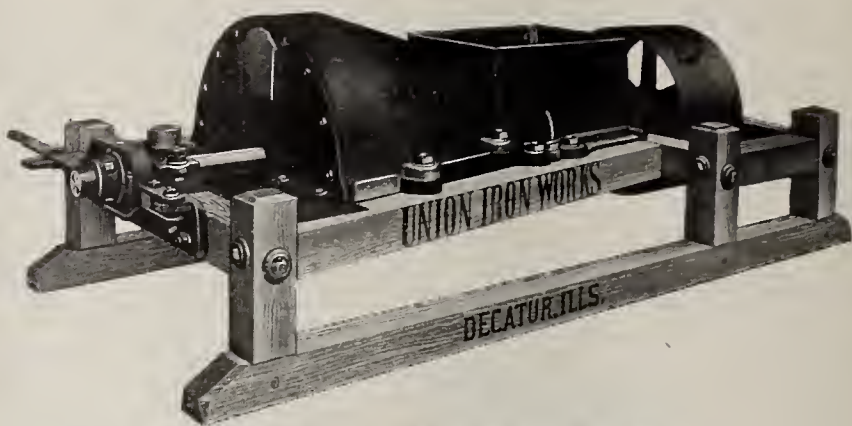
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We manufacture everything needed for the grain elevator, from pit to cupolo.

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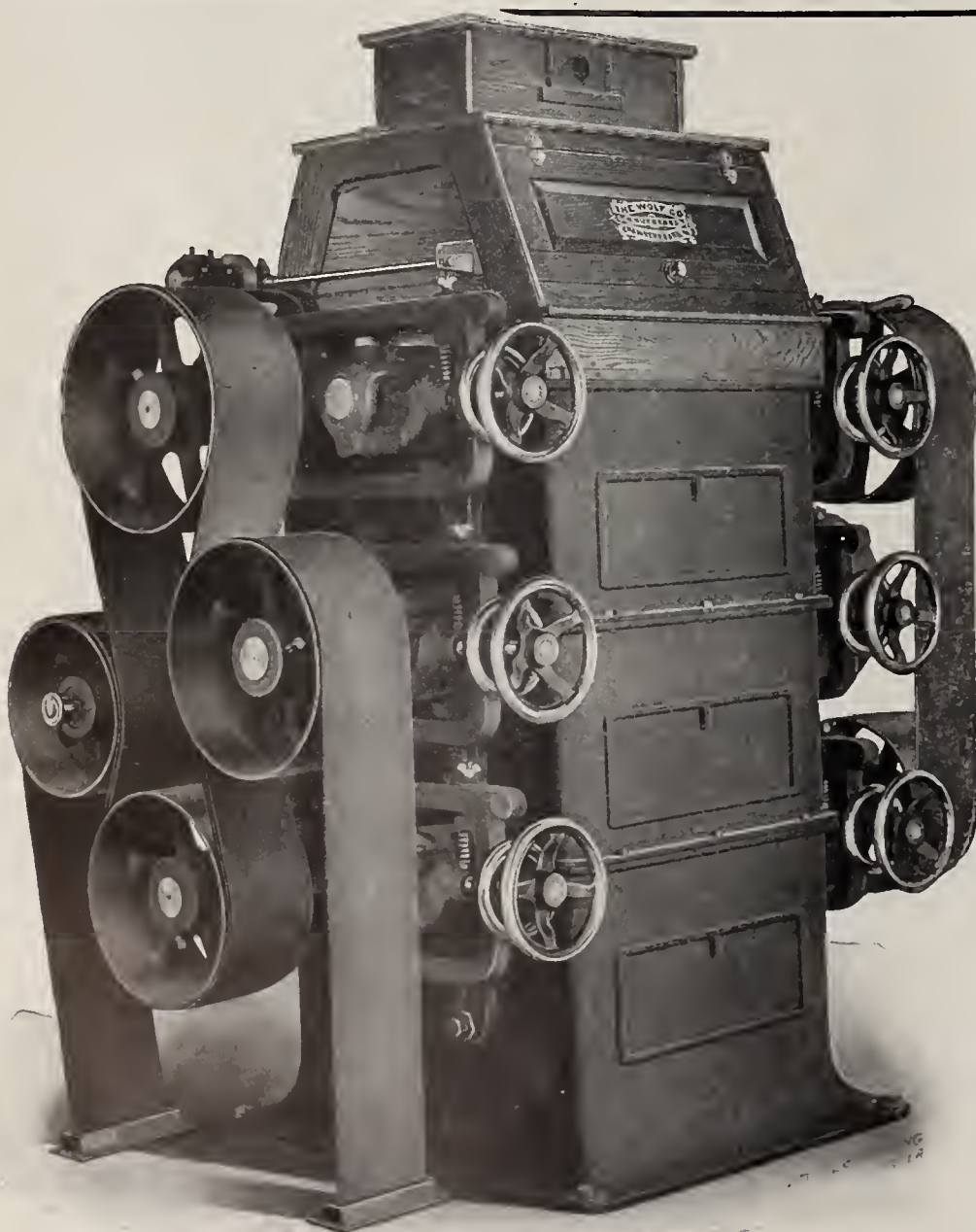
are the recognized standard wherever corn is grown.



The Western Regular Warehouse Sheller

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**DECATUR, ILLINOIS**



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If you are about to purchase a feed mill we can demonstrate to you that the only wise decision to make is to purchase our

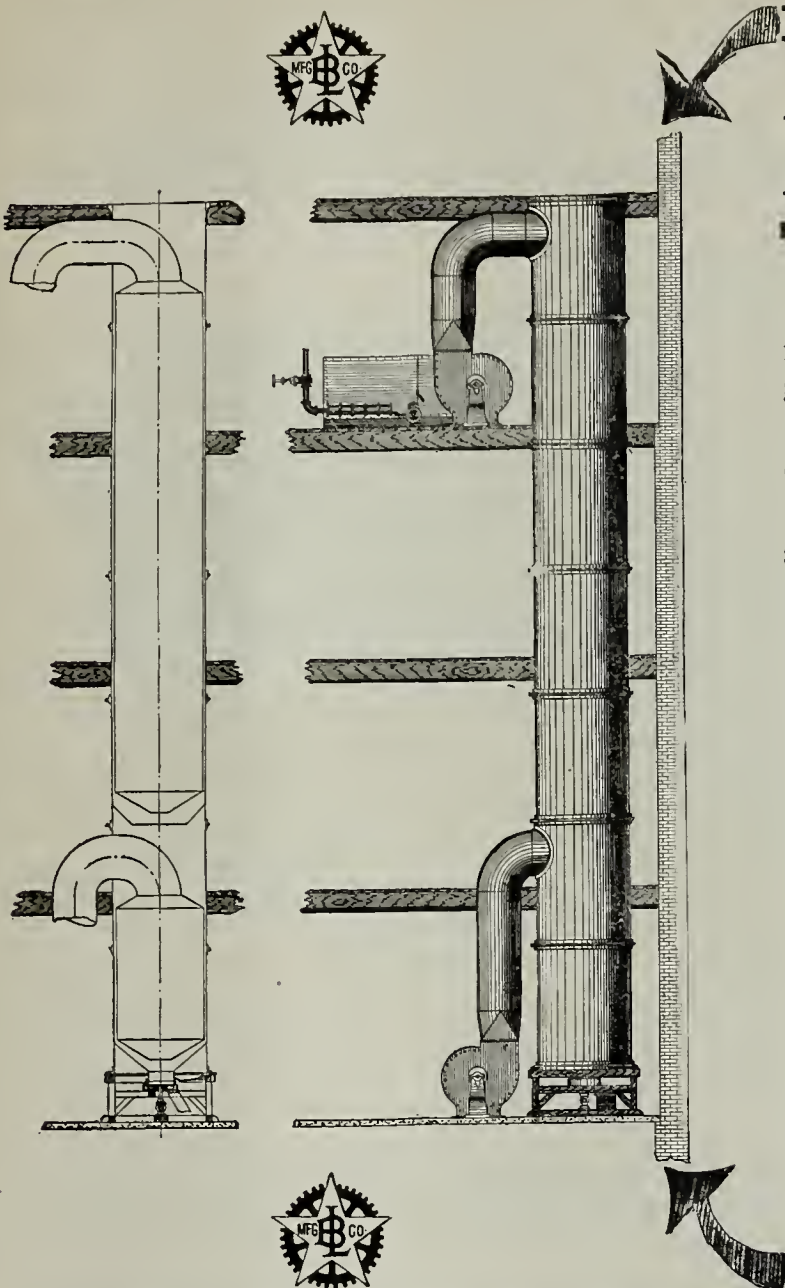
### Wolf Three Pair High Roller Mill

The accompanying picture speaks for itself. The mill is strongly built, light running with large capacity and is unequalled for feed and chop grinding.

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**THE WOLF CO.**  
Chambersburg, Pa.





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Will completely remove all bad odors, mold, dampness and mustiness from all kinds of seed or grain without effecting its germinating, milling or food qualities.

Is arranged with mechanical discharge which gives the operator complete control of the character of the work.

The hot and cold portions of the dryer are completely separated, thus obviating the necessity of having air pipes pass through the grain from the outer to the inner cylinder.

Thus there are no pipes to hinder the flow of the grain and none of it is injured by being held too long and subjected to too much heat.

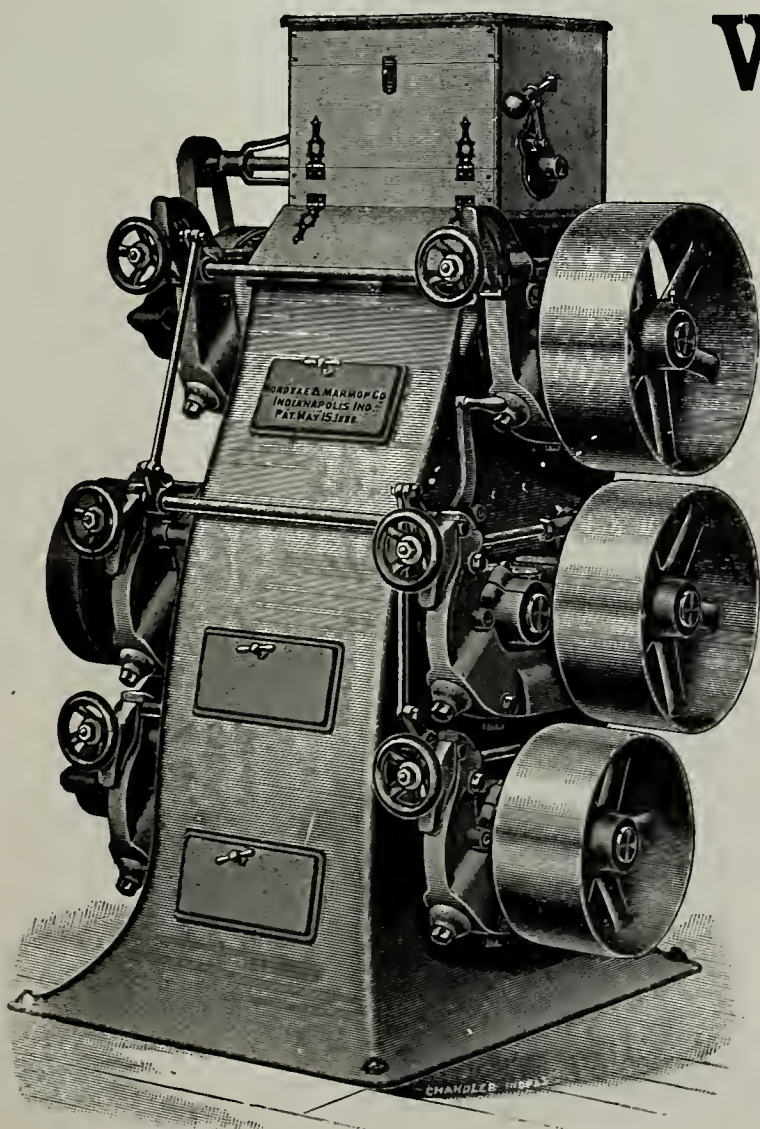
It can be built to suit the requirements of any situation or capacity.

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your mill or elevator, the integrity of your business demands that you equip it with machinery that is unquestionably *the best*.

## "N. & M. Co." MACHINERY

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**Nordyke & Marmon Company**

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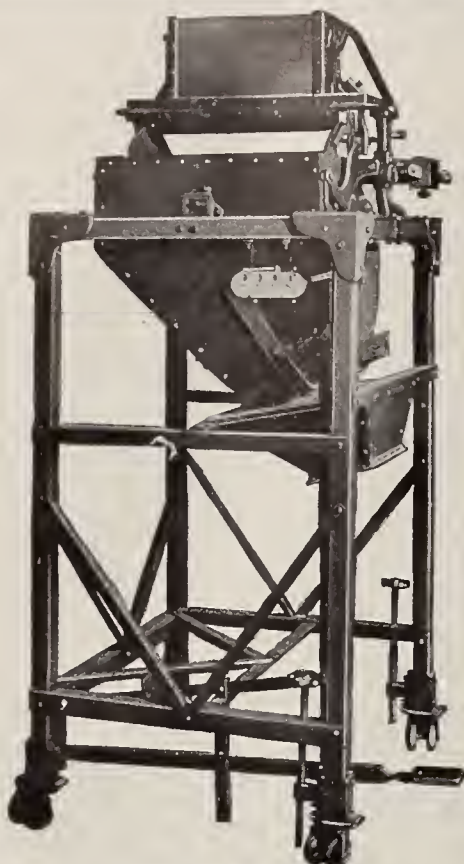
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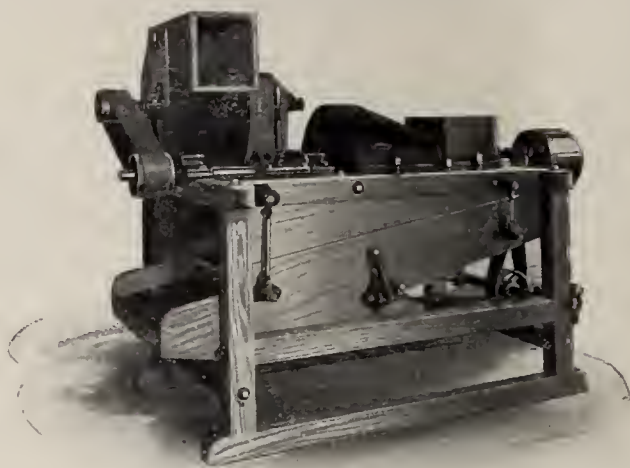
No Bother  
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Gets Out  
of  
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or  
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60 Days'  
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## The SIDNEY Combined Sheller and Cleaner



This machine is used for shelling corn from cob and cleaning same for milling and shipping. It is designed for elevators and mills, where they require a machine of large capacity or do not want to put in a separate sheller and cleaner. It is provided with a powerful suction fan, thus keeping the room or building free from all dust or dirt. Equipped with a patent adjustment so that the sheller can be adjusted to the different conditions of the corn while in motion.

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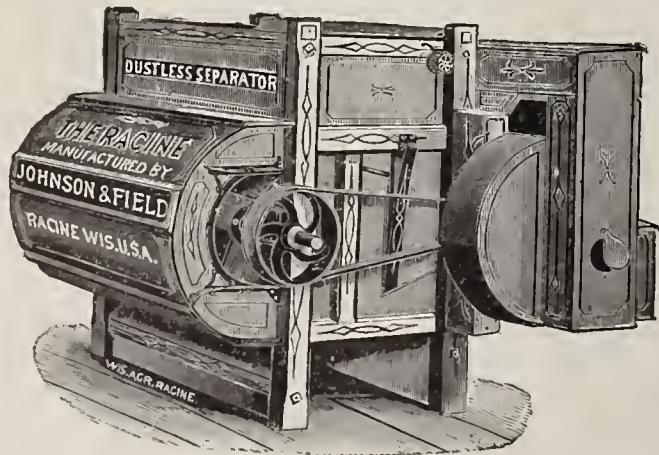
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Will Always Grade if Cleaned With a

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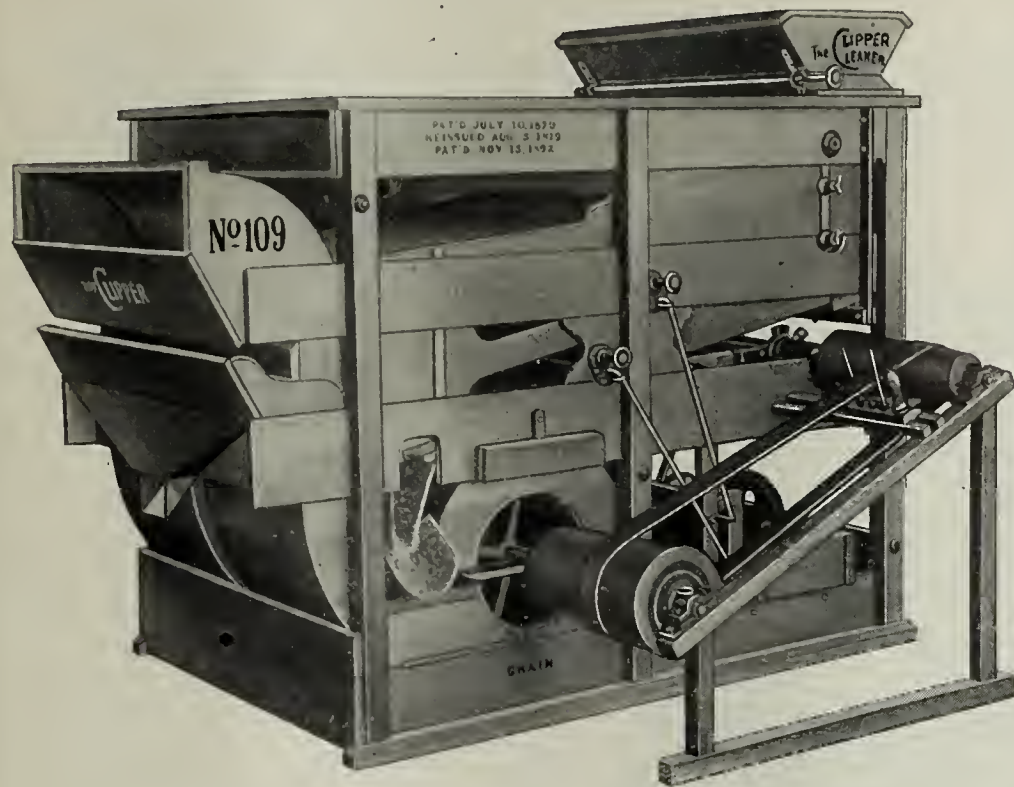
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Our line of Clipper Seed and Grain Cleaners will give equally good satisfaction in cleaning clover, timothy, alsike, alfalfa, flax, millet, cane, kaffir corn, wheat, oats or any other kind of seed or grain.

The Clipper has two strong combination features: Traveling Brushes on the screens and Special Air Controller. The first keeps the screen perforations and meshes clear all the time and the second regulates the Vertical Blast to exactly meet the requirements of the stock you are cleaning.

We have an endless variety of perforated zinc screens, also of the best grade of woven wire screens in square and oblong meshes.

All of our machines are well made with close fitting joints. They can be changed from grain to seed by simply changing the screens and regulating the vertical blast.

Easily installed and simple to operate, they always give satisfaction.  
*Write for catalog and prices.*

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# CORN DRYERS

The well known "Eureka" System dries corn at less cost per bushel and more uniformly than any other.

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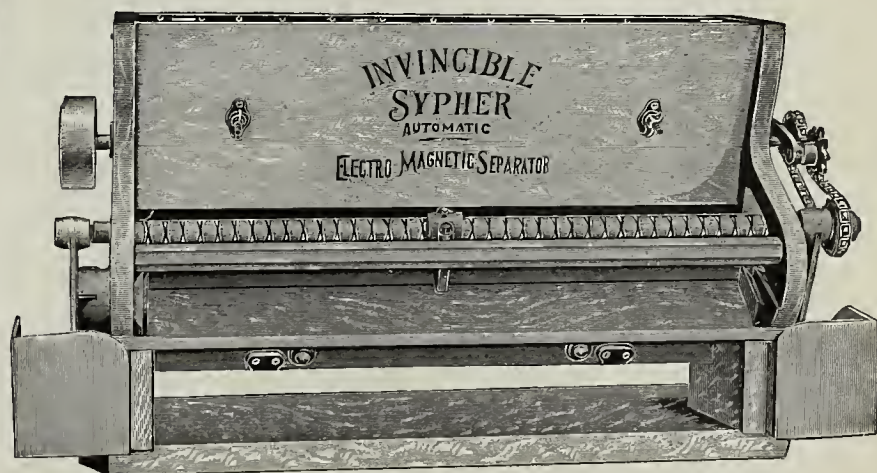
Our expert will gladly call and explain merits of the "Eureka."



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## THE INVINCIBLE-SYPHER Electro Automatic Magnetic Separator



**Very Durable—Small Consumption of Current**

Will positively remove all iron from the grain.  
Has retaining force of 500 pounds, making it impossible for any iron to pass it.

This machine does not deteriorate with age—on the contrary actually becomes more efficient with use.

We are prepared to furnish a small inexpensive dynamo for it where current is not available.

**INVINCIBLE GRAIN CLEANER COMPANY**  
**SILVER CREEK, N. Y., U. S. A.**

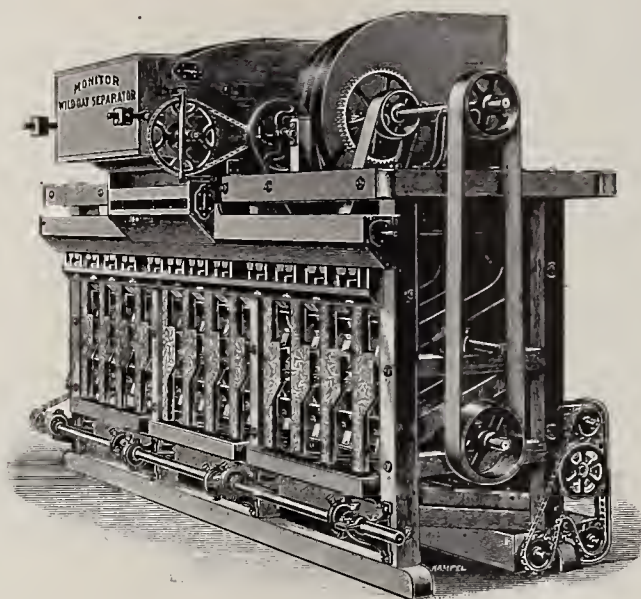
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## "MONITOR" OAT EXTRACTOR



### A MACHINE THAT WILL POSITIVELY

## REMOVE ALL OF THE OATS

**From Wheat**

**From Barley**

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A radically new method of taking oats out of wheat, rye or barley. It takes out *all of the oats* and does it without the usual loss of good grain—sacrificing good grain in making a separation of oats is the process with other oat extracting devices—with this machine it's different. This new "Monitor" is altogether different than anything you have ever used—and so much better there is really no comparison. Install one on thirty days' trial; try it out on a few cars of screenings. Then calculate your profits—you'll keep the machine.

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# The American Elevator and Grain Trade

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

VOL. XXX.

CHICAGO, ILLINOIS, JANUARY 15, 1912.

No. 7.

## A MARINE TOWER OF NEW DESIGN.

A circular marine tower, said to be the first circular tower ever built, is shown in the accompanying illustration. The architects and builders of the tower, the James Stewart & Co. grain elevator department of Chicago, of which W. R. Sinks is manager and R. H. Folwell, engineer, chose the circular design for rapid construction, economy of space, beauty of outline and rigidity of form.

The tower unloads grain for the Frontier Mill and Elevator Co. at Buffalo, N. Y. The construction was started during the last week in May and was finished early in November of the past year.

The tower rises to a height of 160 feet from a heavy concrete slab resting on a pile foundation. It measures 32 feet outside diameter. Eight floors were provided to get in the machinery of the tower such as scales, motors, shafting, etc.

The marine hood which protects the marine leg opening is ferro-inclave plastered. This hood is 106½ feet long and projects about 5½ feet from the tower. All the windows of the tower are of

sheet metal and wired glass furnished by the Sykes Steel Roofing Co. of Chicago.

After the grain is taken from the vessel by the marine leg, which has a capacity of 20,000 bushels per hour, it is first weighed in a Fairbanks-Morse 300-bushel Hopper Scale and then elevated to the top of the tower to a steel bridge with 95-foot span which connects with Elevator C, or discharged through a belt gallery from the bottom of the tower to the same elevator.

As the roof is also of concrete, slightly conical in shape, the Frontier Mill and Elevator Co. has an absolutely fire proof tower, and in its operation since its construction it has been giving the utmost satisfaction.

The elevating and conveying machinery for the tower was supplied by the Webster Mfg. Co., of Chicago and Tiffin, Ohio.

A single grower marketed at Atlantic, Iowa, recently two loads of popcorn that weighed out 9,250 and 9,350 lbs. respectively. The price paid was "around 3½c per pound."

[For the American Elevator and Grain Trade.]

## SOME SLOVENLY HOUSEKEEPING.

BY N. L. WILLET.

Some housekeepers keep house; some of them have such big houses the house keeps them; and with some the house keeps itself. Wherever a house keeps itself we find a slovenly housekeeper inside. The slovenly housekeeper is found in all kinds of houses—a tent, a bungalow or palace. Wherever there is a slovenly housekeeper we find bad sanitation, dust, dirt, things out of place, and general chaos.

Men in their dress show this lack of care. Some of them shave once a week; their collars are dirty; neck ties are badly tied; their dinner is all over their coat; their garments show grease spots and are probably ill fitting, and look as if they had never seen a presser's club.

Some grocery stores are so full of dust and spider webs that certainly I would want no food from them, and I have seen dairies where the milking was done in a fifty-year-old barn that was so reek-



CIRCULAR MARINE TOWER FOR FRONTIER MILL AND ELEVATOR CO., BUFFALO.  
Designed and Erected by James Stewart & Co., Chicago.



ing with filth and dirt that one would want to hold his nose when he went inside.

Now, all of this is slovenly housekeeping. And there is just as much slovenly housekeeping on the farm as there is in dwellings. Let me illustrate. I know a professional man who has a very fancy farm and who has been trying for a number of years to raise his farm to the dignity of a seed farm. He has a good overseer, and the raising of the crops is scientifically done; but this man has never been able to sell a dollar's worth of seed, simply because his overseer is slovenly. He is slovenly in the gathering of his crops at the right time, in curing them and in keeping them separate. He is slovenly in the gin house; he is slovenly in the barn. And absolutely, in place of selling seed, this farm each year has to go outside to buy straight high grade seed. All of this is unnecessary. This overseer has a slovenly mind. There is a heavy loss each year on this fine plantation simply because this man does not know how to keep house.

I know another farmer who put in 200 acres last year of the very choicest, up-to-date cotton seed known, and he truly made a magnificent crop. He had sold on contract his seed from the 200 acres at about 25 per cent over oil mill prices. He ran a small gin and he ginned his own cotton from the 200 acres, plus some other kind of cotton on his farm, and also some cotton seed for his neighbors. What was the result? He got all the seed in his gin house mixed; the whole of it had to go to the oil mill, and in place of selling seed, he will have to buy seed and pay a fancy price; and all of this trouble was simply slovenly housekeeping at the gin.

It is impossible to tell what losses there are not piling up each year on farms because of these slovenly ways; and I am going to say frankly that this slovenliness obtains to a much larger degree here in the South than elsewhere in the whole country. There are some people so built that they absolutely glory seemingly in dirt and disorder and general chaos. A glance at almost any collection of farm houses will show in an instant whether the farmer is a tidy housekeeper or whether he is no housekeeper at all—the house keeping itself.

Is there no earthly way to remedy this loss? It all depends upon the individual. If he does not study the ways of a good housekeeper, he will have to suffer the loss.

### **Bs/L MUST BE SURRENDERED.**

The railroads at Atlanta and elsewhere through the South have issued an order that hereafter no goods shipped on order bills of lading can be handled by the consignee until the bill of lading is surrendered. Where bills of lading read "inspection allowed," such goods can only be inspected unless the bill of lading is surrendered.

A local grain dealer admits that the order is the result of an abuse of the privilege in the past. Some dealers even disposed of the goods before the bill of lading was surrendered or paid, and this practice has caused the action of the railroads. In the past it was a great convenience to inspect the shipments and order the cars to a sidetrack, taking up the bill later. This applied especially to shipments received in the afternoon and at night after the banks had closed, and saved much time for the dealers. Where bills of lading read "inspection allowed," under the recent order it means just that. The consignee can inspect his goods and see what sort of shape they are in before taking up the bill of lading, but that is all. He cannot even order the car removed to his sidetrack before the payment is made.

\* \* \*

To safeguard banks and other establishments through which bills of lading often find their way as commercial paper, railroads of Indiana have agreed with the Railroad Commission of Indiana to have special stamps, similar to ticket stamps, used by issuing agents hereafter.

\* \* \*

Grain dealers at Wichita propose for that market that a joint agent be appointed to represent all the railroads there handling grain to O. K. bills of

lading. It is urged that the signature of one man on all bills of lading to which drafts are attached would enable the banks to accept them if presented as collateral. The safeguarding of such bills would benefit the railroads, the banks and all parties connected with the grain trade; and both banks and consignees would soon learn to look for that specific mark of the genuine bills from that market.

### **FRANK M. BUNCH.**

Frank M. Bunch is, with one exception, the youngest man ever elected to be president of the Chicago Board of Trade, being but 40 years of age; nevertheless for the past eight years Mr. Bunch has been an official of the Board as director, second and first vice-president, as member of the appeals and arbitration committees—a tribute at once to his capacity as an executive and fairness as a member as it is an evidence also of his personal interest in the business and the welfare of the Board itself.

Mr. Bunch was born in Peoria in 1871 and had his education in the common schools of that city. En-



FRANK M. BUNCH.

tering on his business career he was employed first in 1885 by Rugg & Bryan in the Advance Elevator. Later he was with Smith, Hippen & Co. for four years; then he came to Chicago, taking a position with Rumsey, Lightner & Co. as salesman on the floor and representative of the firm in Illinois. When the firm was reorganized as Rumsey & Company he became secretary of the business.

Mr. Bunch is recognized as a representative of the cash interests on 'change, if he can be said to represent any special interests on the Board. After the election he said to the press reporters, among other things:

"I wish to thank my many friends for this token of confidence in me, and to assure them that my sole aim during the coming year will be to perform the duties incumbent upon me in such a way as not to abuse this confidence.

"The policies which have in the past maintained the institution strong in the confidence of the commercial public will receive my hearty sanction, and I shall make every effort which I can personally exert to maintain them."

Montana is interested in the study of the disposition of her surplus grain; and finds that the state in 1911 jumped to the front as a source of supply for the "oatmeal belt," located in Iowa and Kansas. Many cars of oats have been shipped to the Hawkeye state, which is new territory for Montana; and during the last few months many cars of Montana oats have gone to the far Eastern states to be used for seed purposes.

### **KANSAS INSPECTION LAW.**

The "first round" of the fight on the Kansas grain inspection law is a draw, on the report of Commissioner Frank H. Foster, who was appointed by the Supreme Court to take evidence. The action was one of mandamus to compel the payment of inspection fees on grain arriving at Kansas City, Kan., the defendants being certain railroads and six terminal elevators. The Commissioner in his report held that the law is constitutional; that all grain consigned to and stored in public warehouses at Kansas City, Kan., is subject to inspection; and that the inspection fees fixed by the law will not yield a revenue in excess of the necessary expense of maintaining the department.

The important point won by the railroads and elevators is that all grain entering the terminals at Kansas City, not consigned to and stored in public elevators, is not subject to compulsory inspection. In holding that the statute does not authorize compulsory inspection and weighing except at public warehouses, Commissioner Foster says:

I can find no apt or specific language that confers upon the department any right or power to inspect grain, except such as goes into and comes out of public elevators.

The State contends that, as the chief inspector and his assistants are given plenary and exclusive control of inspection where established, and that they shall have free access to elevators, warehouses and other places in the regular performance of their duties in the weighing and inspection of grain, it is implied that the department may require all grain to be inspected and weighed at points where weighing and inspecting are established. It would be desirable and almost necessary for the department to have all these powers if the statute in specific terms provided that only such grain shall be inspected as the parties interested therein may request.

It seems to me it would be highly improper to punish a man for a misdemeanor for interfering with the exercise of acclaimed right which could only be derived by implication from powers conferred, which were just as consistent with a construction which would deny that power. A car of wheat arrives at the terminal where inspection is established—say Kansas City, Kan.—but not destined or consigned to a public elevator. No request is made for inspection. The inspection department attempts to break into the car to inspect it. The superintendent of the terminal, knowing that no inspection has been requested, and desiring to protect the interest of the owner of the grain, drives the inspector away by force. Is the superintendent of the terminal guilty of a misdemeanor?

Section 8 of the act under consideration provides: "In case any person, warehouse or railroad corporation, or any of their agents or employees, shall refuse or prevent the officers of the department from having access to either scales, elevators or warehouses and other places, in the regular performance of their duties, inspecting or weighing grain or other property, shall be a misdemeanor."

If the department has a right to inspect the grain, he is. It is doubtful if the representatives of the State would find any right or power conferred by the statute upon a grain department to inspect such a car if the question first arose in this way.

There is a suggestion in the plaintiff's brief which is forcible and persuasive. This brief closes the discussion of this question as follows: "In conclusion, our view is, the legislature has created the department and given it full power and authority in the premises. It has general supervision of handling, storing, inspecting and weighing of grain. It can do whatever the legislature could have authorized it to do except as limited in the act." Of course this is saying, in another way, that the legislature has authorized the department to do whatever it, the legislature, could do, except as limited in the act. If it has been so authorized, it is not in specific terms. I think that in a penal statute the power to interfere with private contract and exercise the control over a citizen's property, should be derived from more specific terms.

The complaint that the fees provided by law are excessive the Commissioner does not concede to be valid, and on this point he says:

Under the findings of fact and conclusions of law I have reached there would seem to be no question about the fee fixed by the statute being so excessive as to make the law unconstitutional. I have found that the receipts of the department will not yield a sufficient revenue to pay the expenses of the department. There would be a surplus of about \$15,000 if inspection and weighing was compulsory at the terminals as well as at the public warehouses. If my views are not sustained and the court finds that the department has a right to enforce inspection and weighing at terminals, then the question arises whether a surplus of about \$15,000 is so far



in excess of the needs of the department as to vitiate the law. I have found that there was an honest intent on behalf of the legislature to only raise sufficient funds to pay the expenses of the department and provide for a reasonable surplus.

The case now goes to the Supreme Court, which tribunal has granted ten days from January 2 for both sides to file exceptions to the findings. The state will file its brief by February 14 and the defendants by March 15. It is likely that the case will be submitted to the court in April.

[For the "American Elevator and Grain Trade."]

### THE SEED TRADE OF BOSTON.

BY L. C. BREED.

Within the past few years there has been a very large increase in the quantity of seeds produced for commercial purposes, due mainly to the development of seed growing and handling as a business. There are now upwards of one thousand seed firms in the United States. One of the largest of these firms uses buildings with an aggregate floor space of more than sixteen acres, which is doubtless a larger space than was occupied by the entire seed trade of the country fifty years ago. There has also, during this period, been considerable improvement in the quality of the seeds handled.

There are in Boston upward of a dozen concerns engaged in handling seeds, about half of this number being wholesalers and the remainder doing a retail business. Some of these concerns, having been long established and employing ample capital, do a very large business.

#### LEADING BOSTON HOUSES.

C. H. Stone & Co., 9 Chatham Row, have been for many years identified with field seeds as distributors, but, owing to changed conditions, do not do as large a business now as in former years. Owing to many interior points now taking Boston rate of freight, dealers to whom they used to sell now buy in the West; and this change is also due to the development of the business of these parties in other lines, through increase of population. Prices of grass seeds are ruling very high, owing to short crops. The demand usually sets in quite generally in February.

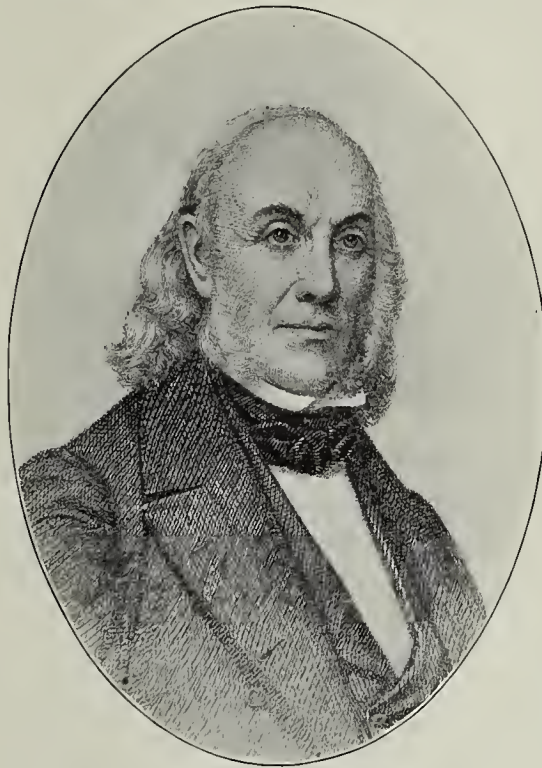
Joseph Breck & Son's Corporation, 51 North Market street, is the oldest seed house in New England, having been established over eighty years and four generations of the Breck family have been identified with the Corporation. For many years business was done under the style of Joseph Breck & Son, or until the concern was incorporated in 1893. Joseph Breck was its founder, as the successor of John B. Russell. Mr. Breck was one of the original members of the Massachusetts Horticultural Society, and afterwards served a term as its president. He had grounds in Brighton, Mass., for the cultivation of seeds and ornamental plants and was a leading producer of both. He was the author of several books dealing with the culture of seeds, fruits and flowers. He was associated with his son Chas. H. Breck, after whom came his sons, Chas. H. Breck (II), now president of the corporation, and Joseph F. Breck, treasurer, with whom are now associated the sons of Chas. H. Breck, to wit: Chas. H. Breck Jr. (III), actively engaged in the Boston house, and Luther A. Breck, now in Europe learning the business as conducted through every stage in England, France and Germany. Of the fourth generation is C. Henry Brackett, great-grandson of Joseph Breck and son of Mrs. William G. (Breck) Brackett, who is at present taking a post-graduate course at Cornell University (New York State College of Agriculture), preparatory to entering the business. Chas. H. Breck is a director of the Wholesale Seedsmen's League.

The principal field seeds sold by the Corporation in the Boston trade are timothy, red top, red clover and millet, the demand for timothy usually being four times as great as for any other kind. Field corn is largely sold, the principal demand being for Sanford for white and Leaming for red and Longfellow, Blunt's Prolific and Eureka and other varieties of white flint corn. The company also sells a large amount of white Southern corn for ensilage purposes. In seed oats, heavy, clean oats are in de-

mand, which they receive from Moutana, New York state and local sources. In July and August seed barley for green fodder is called for. The Corporation grows considerable of the seed which it sells on land in various sections which it owns or controls.

Thos. W. Emerson Company, 76 South Market St., was founded many years ago by Thomas W. Emerson, who died in 1903. The company was incorporated in 1892. The present officers are Oscar H. Dodds, president, and Charles Leseur, treasurer. Mr. Leseur states that they find New England farmers are growing more grain than has been the case in past years, owing to the increased cost of feed and Western grain, which brings about a better demand in Boston for seed corn and oats. The demand for grass seeds comprises timothy, red top, red clover and millet in the order named. The call for millet depends mainly on the weather. If the prospect is for a dry spring, millet, especially Hungarian, is used on account of its quick growth. The Company handles seed corn, oats, barley, etc.

G. E. Soper Co., Chamber of Commerce, handle during the season, large quantities of seed corn and



*Joseph Breck*

oats. Walter E. Smith states they are having considerable demand for seed oats for future delivery. The trade want natural oats, re-cleaned and un-sulphurized, and most of the seed oats which the Company handles are shipped from Illinois. Early in the coming year, they will have their usual inquiry for Maryland dent corn, of which they have made a specialty for many years for ensilage purposes.

#### REGULATING THE BUSINESS BY LAW.

Curtis Nye Smith, 19 Congress St., is the attorney for American Seed Trade Association, Wholesale Seedsmen's League and Wholesale Grass Dealers' Association. From the nature of his work, which requires that he should keep track of the legislation bearing on the seed business, Mr. Smith is well posted on this important subject. The fact that, during 1911, there were introduced in the various state legislatures upwards of sixty-two bills and eleven in Congress, bearing on the seed business, will serve to give an idea of the scope of his work. Mr. Smith states that there is now before Congress, a bill H. R. 14483, which concerns imports of seeds. As the trade is aware, a large quantity of seed is imported, and the purpose of the bill is to regulate this trade, the object being to keep out certain agricultural seeds found to be adulterated or unfit for seeding purposes because of the presence of weed seeds, and for that reason its provisions are not objectionable to a large number of seedsmen.

Many of the states of the Union attempt to regulate the trade in seeds, mainly with reference to the

quality of the seeds sold in the open market. This is regarded necessary; and it is claimed that in some degree, to this regulation is due the gradual improvement which has taken place in their quality as compared with the conditions which obtained in times past. Seedsmen, however, are aware that much of this legislation, such as laws proposed, being framed by parties not familiar with the seed trade, and laws dealing with seeds from a botanical rather than from a commercial basis, also drawn by legislators not versed in the science of law, has created regulations, restrictions and definitions which in the ordinary course of business in seeds it would be impossible to obey. In some states, while the wording of the laws was ambiguous and the stated penalties for infringement severe, it was asserted by the advocates of these laws that it was not intended that drastic measures should be employed in enforcing them.

Taking into consideration these phases of legislation in various states with respect to the seed trade, it would seem to be obvious that the wisest course would be to see that the provisions of the law were such that parties engaged in the trade, using reasonable care and attention, would find it practicable to comply with them. Furthermore the work of framing the law should be done by a skilful lawyer in order that there should be no ambiguity in the language employed, and that a just balance was observed between the rights of the dealers and the safeguarding of the interests of the public. Under such conditions the enforcement of the law and the infliction of the penalty, in case law is broken or evaded, is not only warranted, but required, else the legislation on this matter is but a farce.

Referring to the requirements in some states with regard to the quality of seeds, a prominent seedsmen states that notwithstanding he had invested \$50,000 in machinery for cleaning seeds, it would be impossible for him to comply strictly with the provisions of the law.

### ANNUAL MEETING.

The annual meeting of the Millers' National Insurance Company will be held at 137 South La Salle St., Chicago, on January 24, 1912, at 1 o'clock p. m., to elect three directors and to transact other business. At this meeting, in order to prevent any action like that which converted the Indiana Millers' Mutual into a stock company during the past year, the following changes in the By-Laws of the Company will be submitted for action at this meeting. First, it will be proposed to add a new Section to Article XII, reading as follows:

Section 4. This Company shall not attempt to avail itself of the provisions of any law or statute now in force, or that may hereafter be enacted, authorizing or permitting it to organize as a general stock company, or to discontinue writing policies on the mutual plan, or to in any manner change its charter as a mutual company, without giving to every mutual policyholder a written notice of not less than sixty days in which said notice there shall be quoted in full the statute or statutes under which the change is to be made and setting forth in clear and explicit language exactly what is proposed to be done and the method, in detail, which is to be pursued in making said change, and obtaining the written consent of not less than 90 per cent of said mutual policyholders to the change.

Also to amend Section 1, Article XIII, which now reads as follows:

Section 1. "These By-Laws may be altered or amended at any meeting of the Company, notice being given in the call or notice of said meeting."

So it will read:

Section 1. "These By-Laws may be altered or amended at any annual meeting of the Company, notice being given with the call or notice for said meeting, together with a copy of the proposed changes to be voted upon, and not otherwise; except that Section 4, Article XII, shall not be repealed, altered, or amended without giving 60 days' notice to all mutual policyholders, said notice to contain a copy of said section and of the changes proposed and the reasons therefore and obtaining the written consent of not less than 90 per cent of said mutual policyholders to the change."

The grain salvage of the Owen Sound elevator fire in December was sold on Dec. 18 to James Richardson & Sons, grain dealers of Kingston, Toronto and Winnipeg, for the sum of \$80,000.



## INSPECTION AT BALTIMORE.

At a meeting on December 16 at Chicago by representatives of the Federation of Grain Dealers' Associations the following resolutions were, after an exhaustive discussion, unanimously adopted:

## UNIFORM GRADE RULES.

Whereas, The Baltimore Chamber of Commerce, having adopted the Uniform Grade Rules of the Grain Dealers' National Association, continue to use the old rules governing the grading of grain in force prior to their adoption, thus confusing and misleading shippers; be it

Resolved, By the representatives of the Federated Grain Dealers' Associations assembled in Chicago this 16th day of December, 1911, that we condemn the practice and recommend that the Uniform Rules be used solely by inspectors in classifying grain received in that market from the West.

## DRYING GRAIN AT BALTIMORE.

Whereas, Section 1 of Article XXV of the By-Laws of the Baltimore Chamber of Commerce provides: "There shall be an additional charge of  $\frac{1}{2}$ c per bushel on all grain handled through the driers;" be it

Resolved, By the Federated Grain Dealers' Associations, that we denounce this charge as unfair, unreasonable, and wholly without consideration; and be it further

Resolved, That we commission and direct Mr. Chas. B. Riley, secretary of the Indiana Grain Dealers' Association, to present these resolutions to the Baltimore Chamber of Commerce, and petition it, in our behalf, to amend their inspection rules so that there shall be no misunderstanding between shipper and receiver, and to amend Section 1 of Article XXV, by eliminating the provision for the extra commission charge on grain going through drier, and to represent us in any other matters pertaining to these practices or of interest to the grain trade.

These resolutions received the endorsement of the following named gentlemen: E. M. Wayne, president Grain Dealers' National Association; Lee C. Metcalf, president Illinois Grain Dealers' Association; I. L. Patton, president Western Grain Dealers' Association; Chas. A. Ashpaugh, president Indiana Grain Dealers' Association; Geo. A. Wells, secretary Western Grain Dealers' Association; S. W. Strong, secretary Illinois Grain Dealers' Association; J. W. McCord, secretary Ohio Grain Dealers' Association, and Chas. B. Riley, secretary Indiana Grain Dealers' Association.

Thereupon Mr. Riley proceeded immediately to Baltimore for the purpose of personally presenting the resolutions above and to support them by such oral argument as deemed necessary to further enlighten the Baltimore Chamber of Commerce of the state of feeling in the West as to the matters and things complained of. On his return Mr. Riley prepared a report to the members of the Federation for the guidance of the members of the several associations interested, copies of which have been kindly furnished to the trade press, as follows:

We presented the foregoing resolutions, adopted by the Federation on the 16th of December, to the Baltimore exchange and urged the adoption of them.

First, we asked the exchange to make effective, in all contracts for grain to be delivered in that market, the uniform classification in lieu of their present dual system; that is, in lieu of their old established classification of "Mixed Corn," "Steamer Mixed Corn," "No Established Grade" and "Rejected," each with its peculiar specifications as to quality and condition, but not definite or specific as to the moisture content. We further suggested, if the Uniform Grades were not to be controlling and of universal application, that, to avoid confusion, they should be entirely eliminated and the market stand wholly on the other system that has been in vogue there for more than thirty years, the contract grade being termed "Mixed Corn," described as follows: "Mixed Corn shall be sound, dry and reasonably clean."

When the Corn Committee of the exchange declined to make universally effective the Uniform Grades and said it was necessary to continue the old specifications, we then insisted that for "Mixed Corn" having but the three characteristics, they should fix a definite maximum moisture qualification, so that if the corn passed as to soundness and cleanness but not as to dryness, the seller should know to what degree of dryness it should be treated. This proposition was also rejected.

Then we endeavored to learn just what amount of moisture was allowable for export corn; and this could not be definitely fixed, but from all the information obtainable, we found that when corn was dried, the moisture was reduced to approximately 16 per cent for contract grade, while a good

grade of "Three Corn," natural or kiln dried, not requiring further treatment, might apply with a much higher degree of moisture, though not all "Three Corn" by any means would apply, and some corn would be dried to a point below the 10 per cent above indicated.

Where corn is termed N. E. G. and sent to the driers, it is shrunken in weight about 6 per cent, on the average. This loss, together with the cost of treating, entails an expense of about 4 to 7 cts. per bushel, which the seller of course is required to pay.

If the corn fails to grade "Mixed Corn," but will grade "Steamer Mixed," the discount is at the present time  $3\frac{1}{2}$  cts. If it grades "Rejected," it sells on its merits.

We endeavored to get some moisture qualification for corn under their old system of grading, that would definitely fix its relation to the Uniform Grades, believing that shippers should be able to compare the grade of "Mixed Corn" with some known grade, such as "Two" or "Three Corn," under uniform classification, but this could not be accomplished; and we can only say to the trade generally, if you can't ship either "Two Corn" or an excellent quality of "Three" on contracts, you can depend on a discount for "Steamer Mixed" of  $3\frac{1}{2}$  cts. now and the treatment of your N. E. G., at a net cost of 4 to 7 cts. per bushel, or a definite and specific discount of  $5\frac{1}{2}$  cts. in lieu of treating.

It is strongly urged by the Corn Committee that since practically all corn received at Baltimore is for and must be exported, it must be graded and conditioned to the point that will meet the export requirements, as that is the principle outlet for corn receipts of that market.

We next presented the question of the  $\frac{1}{2}$  ct. now provided for and charged on all corn that goes through driers, and asked the exchange to so modify that rule as to eliminate the charge. The Corn Committee, who represented the exchange at our conference, agreed to recommend the (proposed) modification of the rule, and the matter is to be voted on by the exchange. There seems to be a growing sentiment in favor of this modification, and we hope it will be made effective.

If Western shippers will insist on selling to Baltimore, subject to the Uniform Grades, many, and doubtless most, sales can be made on that basis, but perhaps at a less price for "Three Corn" than that bid for "Mixed Corn," since the qualification of "Three Corn" differs from "Mixed Corn" in that the maximum moisture content of the former would be 19 per cent, while of the latter it is anything down to the point deemed necessary to insure its carrying to the remotest markets of the world available to Baltimore.

We obtained some data as to the grading of corn receipts so far this year at Baltimore, and submit the following, which were taken from the reports of the Inspection Department. From November 20th to December 19th there were 1,233 cars of corn of all grades inspected in Baltimore, of which 35 per cent, or 446, graded "Mixed" (or contract) corn, and 787 failed to so grade. From November 20th to 25th, 13 per cent graded "Mixed." From November 27th to December 1st, 11 per cent graded "Mixed." From December 2nd to December 6th, 43 per cent graded "Mixed." From December 7th to December 13th, 40 per cent graded "Mixed." From December 14th to December 19th, inclusive, 40 per cent graded "Mixed." We were advised that during the periods when 40 per cent to 43 per cent graded "Mixed," shipments of graded corn from Chicago and Peoria were received; that the receipts from the interior and country points were of a quality very much inferior to the other shipments, hence, when considered separately a very much less per cent of them graded contract.

I think all handlers of grain should draw a lesson from this statement and should condition their corn by cleaning, etc., thoroughly before shipping, and if they cannot so condition it as to make it a safe grade of good "Three Corn," it should be bought on such a basis as will enable them to stand discounts of  $3\frac{1}{2}$  cts. to  $5\frac{1}{2}$  cts. per bushel, if they wish to avail themselves of the export markets.

Our investigations were confined to Baltimore, but we have reasons to think the recommendations will be applicable to all other export markets, although the plan of handling the off grades may differ.

I wish to say that my treatment by the Corn Committee and the members of the Baltimore exchange was courteous and pleasant, and it is our purpose in the presentation of this report only to give the trade a correct idea of the situation there, as ascertained by us under the circumstances.

We again commend to the trade Federation Schedules A and B, for both buying and selling, and especially the recommendations as to conditioning corn before marketing it.

## BALTIMORE'S SIDE OF THE CASE.

The editor of the "American Elevator and Grain Trade" wrote Mr. John M. Dennis of Louis Müller Co., Baltimore, that these columns were open to the Baltimore market if they desired to make any com-

ments on Mr. Riley's report. Mr. Dennis, accepting that tender, submits the following:

"Dear Sirs: Answering your letter of January 3 relative to report of Secretary Riley to the Federation on corn inspection, etc., at Baltimore, and with most particular reference to your suggestion that there may be some criticism of the seeming inconsistency in this market, we beg to say that in addition to the old established grades that have been in effect for more than thirty years, in order to give Western shippers every facility they could possibly enjoy in this market, we have incorporated in our grading rules the inspections of corn as promulgated by the Grain Dealers' National Association. We respectfully submit that there can be no fair criticism of any market offering to its customers more legitimate advantages than other markets offer. In Baltimore, here, every Western shipper has the choice of electing whether he desires his grain graded according to the old established grades or by the standards as established by the Grain Dealers' National Association. From Mr. Riley's report, we learn for the first time that a market is to be censured for giving more to the Western shippers than other markets offer. Understand, there is nothing compulsory as to which grade the Western shipper shall choose. It is a question absolutely of his own election—his own written request determines what inspection rules shall apply to the grading of his corn here.

"In the matter of purchases, the trade has so far confined itself to the old established grades. No firm here would decline to make a bid on the basis of the grades as established by the Grain Dealers' National Association; and if Western dealers do not want to sell their grain on this basis to Baltimore, the Baltimore market is not censurable for that fact. The records show there has not been any general demand for bids on the new inspection rules.

"The substance of the complaint as presented to us was the fact that under our contract grade of mixed corn in the Baltimore market no specific requirement as to moisture test is required. This injects into the proposition the question as to the desirability of moisture test in the grading of corn, which is a subject that has been so thoroughly agitated for the past five years and about which the opinions of the various dealers have become so fixed, that it would tire the patience of most of your readers to rehash a subject that is now well-nigh threadbare. There is this to be said, however, that the average good merchant buys what he sells and sells what he buys. There is not now, nor probably will there ever be, any Atlantic port exporter who will assume the financial and other responsibility involved in the guarantee of corn of any specific degree of moisture to the European buyer. It has never been necessary in the past and the future gives the promise of no such unreasonable requirement, nor has it yet been demonstrated that the moisture contents of corn is the absolute determining factor in its carrying properties.

"Another part of Mr. Riley's report is devoted to the criticism of the amount of moisture that is taken from corn necessitating drying in this market. It must be remembered that Baltimore was the first of all the Atlantic export terminals to install for the convenience of the Western shippers modern drying facilities; and the capacity for drying corn here then and now is larger than at any other export port. Being the first to introduce these driers, this market naturally has had a large trade following throughout the Central West, that when their corn showed a condition necessitating the use of driers, they forwarded their corn to a market that had proven its entire capacity to handle their work. The Ohio State Report shows the condition of corn in cribs this year as being 80 per cent as compared with 91 per cent last year, and a like condition extends west from Ohio, with the result that during November and December we had large arrivals of corn here that the shippers sent to this market for drying purposes. In addition to this, the Baltimore market at nearly all times has shown a handsome shipping profit over other markets, sufficient to induce the risk of grading here in view of the drying facilities. No receiving or



export market has more adequate facilities for the economical handling and drying of corn than has Baltimore, and none of the export markets are equal in these facilities to Baltimore.

"The criticism of the discount in this market must be taken in conjunction with the fact that Mr. Riley does not mention, namely, that when this corn was purchased basis of Baltimore terms the Western shipper received a substantial premium for the guarantee of Baltimore inspection on this corn over the price he would have received had the corn been sold to an interior or nearby market; and, assuming that the Western markets are discounting between the two grades  $2\frac{1}{2}$  cents per bushel while Baltimore discounts  $3\frac{1}{2}$  cents per bushel, it is an open question if the price paid for the corn at time of original purchase does not remove the difference of this apparent one cent per bushel additional discount.

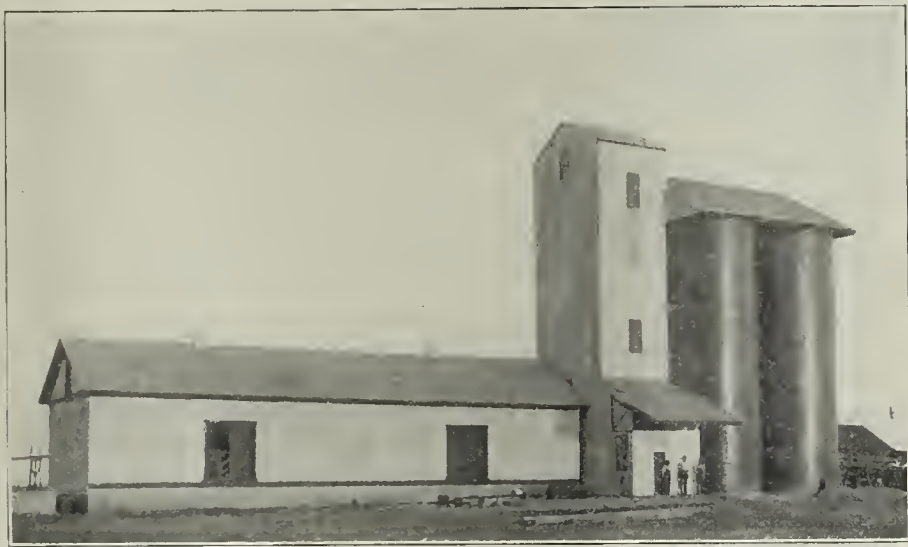
"At the conclusion of Mr. Riley's report, his recommendations that dealers should condition their corn by cleaning, etc., thoroughly before shipping has much substance and would have saved some of our friends many of the discounts that have suffered here; and we base this opinion on the very

caught the market right. It is said that one elevator house having 100,000 bus. sold for December shipment has not delivered it. One elevator house was squeezed on the bulge of December because the cash corn they had bought in the country to arrive graded No. 4, and it was impossible to make No. 2 out of it.—Inter Ocean.

The steamer A. B. Wolvin was chartered on December 12 at Ft. William for the largest single cargo of one kind of grain that had been placed for some time. The vessel loaded 60,00 bushels of oats to hold and deliver in the spring. The cargo will pay 1 $\frac{1}{2}$  cents a bushel, or \$10,500.

#### ELEVATOR AT DOWNEY, IDAHO.

A very modern steel elevator was built last year for the Farmers' Grain and Milling Co., at Downey, Idaho, by the Minneapolis Steel and Machinery Co., of Minneapolis, Minn., a picture of which is given herewith. It has a capacity of 45,000 bushels which are contained in four cylindrical tanks, each 17 feet 6 inches in diameter and 45 feet high, and one interstitial tank. A power house adjoins the working house. The machinery of the elevator consists of



ELEVATOR, ETC., OF DOWNEY GRAIN AND MILLING CO., DOWNEY, IDAHO.

large percentage of Peoria and Chicago corn which grades contract here on arrival and which corn was previously treated and handled and cleaned through the elevators in those markets.

"In conclusion, let us remark that no crop of corn in the past twenty years has been so difficult to satisfactorily handle as this present crop, and all of us should extend the full measure of charitable opinion to all engaged in the grain trade who have been handlers of this corn for the past sixty days."

#### SOME CORN SHOWS.

The ninth annual convention and exhibition of the Iowa Corn Growers' Association will be held at Newton on January 29 to February 10. This is the great cereal show of the state and thousands of dollars in money and premiums will be given away in prizes. Four thousand dollars in cash are offered for the best sample of oats.

The Indianapolis Board of Trade prize grain contest will be held at Indianapolis on January 16. Premiums will be given (ten in each class) for best ten ears of white corn and of yellow corn, best single ear of corn, best peck of wheat and same of oats. The show will be held in connection with the joint meeting of the Indiana Grain Dealers' and State Millers' Associations.

The Minnesota State Corn Show was held at Owatonna, beginning on January 1, under the direction of the Corn Growers' Association. The Show was held in connection with short courses by university teachers and a course in grain judging. The attendance by farmers was very large.

Elevator people who had December sold against cash corn bought to come in from the country were badly squeezed in the bulge to 68c last week, the worst of it being that it was by outsiders, who were not supposed to know the difference between contract corn and a last year's bird nest, but they

two legs, a No. 6 Invincible Cleaner and 26-horsepower Fairbanks-Morse Gasoline Engine.

Grain from wagons is either sent directly to the tanks or cleaned and stored or shipped out as desired. In shipping, grain is passed through an automatic scale located on the first floor, from which it is elevated and discharged into cars through the shipping spout.

#### CIVIL SERVICE EXAMINATIONS.

On February 17, 1912, the Illinois Civil Service Commission will hold examinations at Chicago for the positions of grain sampler paying \$100 per month and deputy grain inspector paying \$112.50 to \$150 per month. These have been made original entrance examinations and local residence has been waived. The minimum age limit for applicants is 21 years. In both examinations the weights assigned will be as follows: Training and experience, 3; practical tests (including oral examination), 4; knowledge of law and rules of grain inspection department, 2; educational, 1.

The duty of a grain sampler is to draw samples of grain from cars, boats, etc., in the manner prescribed by the department, placing the samples in sacks for removal to the office, keeping a proper record of all work done. The duty of a deputy grain inspector is to inspect grain obtained by grain samplers at elevators, cars and boats, classifying and grading all grain according to the statutes governing such work.

Applications must be on file at the office of the Commission not later than 9 a. m., February 10, 1912. Address all inquiries to W. R. Robinson, secretary of the Commission, Springfield, Illinois.

Canadian broom factories complain that at no time in the recollection of the oldest broom maker of the Dominion has the price of good brush been so high—\$240 per ton or 12 cts. a pound.

#### MEETING AT LIMA, OHIO.

The meeting of the Grain and Hay Producers' and Shippers' Association of Northwestern Ohio at Lima, on January 5, was really a notable gathering. In the midst of the severest "cold snap" the country has experienced in many years, with the temperature far below the zero mark, that a hundred dealers and millers should thus come together, some from long distances into Michigan, testified to an interest in the work that few other associations may congratulate themselves upon. It is true that the interest is vital rather than theoretical or sentimental; but that fact renders all the more notable a meeting that for plain speaking, sharp, personal criticism and well-defined action, accompanied also by the best of feeling and full recognition of the right of opinion and its expression, so long as that expression appeared or was intended to further the general purposes of the Association, this writer has not in a decade seen duplicated.

The members were slow in coming together, naturally enough; and so the morning wore away with but a handful present. These, in the intervals of the task of keeping warm, interested themselves, for one thing, in examining the numerous calendars which, in response to Sec'y Riddle's invitation, the members had sent in for wall exhibition. The line included calendars in various sizes, nearly all decorated with pictures in colors, from the following: Reed-Bear Grain Co., Hicksville, O.; D. R. Risser, Vaughansville, O.; Ohio Hay and Grain Co., Findlay, O.; Model Milling Co., Celina, O. (who also sent various souvenirs, such as matches and safes); The Gale Bros. Co., Cincinnati (who also sent a souvenir pocket book); Elmira Elevator Co., Elmira (who sent also a pocket memorandum and grain and seed calculator); E. Steen & Bro., Baltimore, Md. (a clock and calendar in one piece); Cleveland Grain Co., Cleveland, O. (who sent also a souvenir pocket book); J. F. Zahm & Co., Toledo; Metamora Elevator Co., Metamora, O.; F. D. Brandt, Van Wert, O.; Farmers' Grain Co., Defiance, O.; Troy Elevator Co., Troy, O.; Cutler-Dickerson Co., Adrian, Mich., and Cadmus, Mich.; W. G. Heathfield, Buffalo, N. Y.; Star Elevator Co., Wickliffe, O.; Wapakoneta Grain Co., Wapakoneta, O.; Maumee Valley Grain Co., Sherwood, O.; T. M. Dinsmore & Co., Baltimore, Md.; Pilliod Milling Co., Swanton, O.; H. M. Strauss & Co., Cleveland, O.; H. G. Pollock, Middlepoint, O. (who also sent a pocket memorandum book and grain and seed calculator).

Finally, at nearly the noon hour, about 35 gentlemen being present, in the absence of other officers, Sec'y Riddle called the meeting to order and recommended an adjournment until 1:30 p. m., after the appointment of an auditing committee of two.

#### THE ACTUAL SESSION.

At about 2 p. m. President Dolbey called the gentlemen to order again. The number had increased in the meantime to about 75, and before the session was concluded, about 5 o'clock, at least 100 gentlemen had been present for a longer or shorter time, dependent upon the movement of their trains. In a few words he extended the congratulations of the season, and having wished all a prosperous new year (which he suggested each might insure somewhat for himself by living up to the principles and purposes of the organization), he plunged at once into the business of the occasion.

Some communications were read by the Secretary, among others one from McGuire & Co., of Cincinnati, who had been stung by a scooper and wanted to know what attitude the Association took on the settlement of differences. The Secretary replied that "we stand for arbitration," but he submitted also that the Association could not be held responsible for a non-member, and that receivers, to be on the safe side, must distinguish between a regular dealer and a "piker."

Mr. Riddle's daily "Price Card," sold to the trade, was taken up for examination of the margins there recommended. These seem to be narrow enough, but there was no objection offered. The cards quote prices under the Toledo cash by bushel and cental.

The Federation "Schedules A and B" were submitted and their use urged by Mr. Thos. Morrison of Indiana, who thought their educational value of



prime consideration; but the gentlemen present were either familiar with the Schedules or were disinterested,—moisture testing of corn has not yet become the "burning question" in Ohio that it has in the West.

A story was told by the Secretary of an experience that secretaries will appreciate. He had reported to a Toledo house as irregular a man at Findlay who had asked for bids on certain lots of corn he desired to ship. As the man could not be located by one house warned of his operations, the warning was treated as a "frame up" by the Secretary—a "bluff" to hint that he was "on the job." Subsequently the man proved to be a peddler who sold the corn in question to local mills.

#### THE RED TICKET.

The joint car inspection service at Baltimore and Indianapolis was commended; the only criticism being that wherever the service is given the inspector should indicate the condition of car at arrival at the elevator and not on its arrival on track—there may be a leak in the interval.

And this gave Mr. Morrison a chance to rap the one Buffalo man present on the "Red Ticket" system obtaining there, that involves a second inspection of a car, sometimes days after its arrival out and the first inspection, during which period, if it gets out of condition, the shipper loses. The system was defended as unavoidable by Mr. W. G. Heathfield, who said that the present delay between arrival and unloading of grain, at least on some roads, is seldom over 48 hours. Grain, Mr. Heathfield added, ought to hold for 48 hours, and if it does not, the receiver and the "Red Ticket" are not to blame. In his own business he had not lost a car of grain this season by its going wrong on track in Buffalo.

The Secretary referred to a car of No. 3 oats held on track, red-ticketed, at Buffalo for 30 days, and then reinspected and rejected because hot and was heavily discounted. The settlement is disputed, but the receiver "hides behind the second inspection." The case is now before the National Association arbitration committee.

#### OTHER MATTERS.

Sec'y Riddle reported that a statement made by one of the trade papers that the privilege is given by carriers to load at the annual "clean up" one car below the minimum and send it forward at the carload rate. This is not the fact, except on an occasional road west of the Mississippi River.

Sec'y Riddle's printed directory of regular dealers is now ready and will be corrected and in the future issued quarterly.

#### THE EASTERN DIFFERENTIAL.

The Secretary reported and read a letter from the New York Produce Exchange questioning the wisdom of the Association's action at the December meeting, when the existing rate differentials against New York in favor of Philadelphia and Baltimore were endorsed by resolution. The Produce Exchange letter claimed that the differentials are against the Ohio shippers' interests and that the Exchange is trying to have the New York rates reduced to eliminate the differential, which would, New York thinks, reduce all rates and open new markets to Western shippers. As the differential applies only to export grain, the net rate to Liverpool is unaffected by the differential. The matter having been once thrashed out by the Commerce Commission and the differential approved, the Association adopted a motion to reconsider and then reaffirmed its December action; although Mr. Heathfield declared that the advantage the differential gives on lakes and rail grain to Philadelphia and Baltimore is from 1¾ to 2c per 100 lbs.

#### THE PRICE BOARD.

The regular program being here taken up, the President "drew fire" by proposing the topic, "Why every elevator should maintain a price board." The sub-surface tension in the territory came out like a spark from the flint; because some elevators do and others do not maintain boards; some who pretend to maintain boards "forget" to change the prices from day to day; others who do change them do so because the price board is a sufficient answer to all questions—it stops argument on prices at once; and so forth.

Much personal criticism of shortcomings in this

matter came out. The critics and the offenders were present to criticize and explain or defend. There were frank utterances on all sides, but they were not of the kind that leaves scars. "Tom" Morrison said he had a competitor who had up two price boards and yet paid 80c for corn when he could pay but 78 (card price), and yet he bought a thousand bushels of corn one day in spite of the difference.

President Dolbey expressed his opinion frankly that the price board is the square way to do business; and Sec'y Riddle said that as a general proposition it is the tricky man who does not and will not maintain and use properly the price board.

The Association by resolution endorsed the policy of maintaining boards and of posting in a public place in all elevator offices where they can be seen, the prices paid daily for grain.

#### NEWSPAPER PRICE QUOTATIONS.

The newspaper men present representing the Lima press were "called on the carpet" by the topic, "Local newspaper market quotations: Eliminate or make reliable." The misleading character of the so-called "market quotations" of grain prices in newspapers, which are usually the pit prices only and have little relation to the actual cash prices paid for grain in the same markets, was pointed out. Local price boards would correct the trouble as to prices paid in the country, as quotations for daily papers would be taken from the boards; the disturbing factor is the quotation of speculative prices at Chicago, Toledo, etc., instead of the prices paid in those markets for the real corn that the country is selling there. Mr. Riddle offered to make a special price of \$5 a year to newspapers who would take his price cards; while newspaper men present said they got the markets from the Associated Press and over the 'phone from local dealers and supposed they were getting them right. Mr. Dickerson of Adrian, Mich., defended the newspaper man by saying that if the reporters are told the truth they also will as a rule tell the truth. Those present promised to be good hereafter.

#### ANNUAL REPORTS.

This being an annual meeting reports were called for. Treasurer Risser said he had none to make, for reasons that will appear later.

Sec'y Riddle said that his health and the exigencies of his work precluded his making a written report. He confessed to have had an "uphill job" all through the year, but he believed all would acknowledge that present conditions within his jurisdiction have improved. The farmers' movement is not important as yet, but it is not to be ignored for co-operation is in the spirit of the age and all business men are seeking to "cut out" the middleman.

There are now counted as in the Association (there is no formal membership and no "roll") about 380 to 390 elevators operated by some 230 to 240 owners. The number of owners is steadily decreasing although the number of houses is not. The business is working toward the "fine" proposition, and the "big men" are getting control of the elevators; they are the builders and buyers of houses. One reason is [Mr. Riddle was entirely frank and the reporter tries to express him accurately but in general terms only] that there is a percentage of owners who are incompetent—who ought to be railroad section men and not managers of a business. Such men do the trade no good; and they try the patience of a secretary "until seventy times seven." The incompetent man the secretary must do what he can for; the trickster, Mr. Riddle said, he always fought and he would do his best to run him out of business in that territory.

Mr. Riddle then gave a brief review of the history of the old northeastern Indiana association, that stood for uniform prices and practice until its collapse under the attacks of the former attorney general of Indiana in a suit since dismissed by his successor as trivial. When he organized the present Northwestern Ohio Association, he was appealed to to desist on the same ground, that he would meet with prosecution; but he "stood pat," met the legal officers who were supposed to be hostile to him, told them what he was doing and all about his work,

and "won out." "We have been perfectly frank with them, and we are not going to be troubled."

But the real trouble now is to get the funds to sustain the work. All men who ought to pay don't pay; some neglect to pay their dues because they are careless; some ignore them; some refuse point blank to pay anything; and others will pay on only a part of their lines of houses; others demand that the work be all done and the results shown by the Secretary's having put an end to all troubles before they will pay anything! The result is a material deficiency due in cash to the Secretary [and Mr. Risser confessed that he, too, was somewhat out of pocket holding down the honorable job of treasurer.] If all who should pay for the work had paid or would pay there would be money for the work and to spare, and the cost could be reduced. There are no "members" of this Association, but all elevators in the district are expected to pay for the work as all get or will get the benefits of it.

Mr. Elliott of Columbus Grove said the position of some in this matter of demanding results before they pay for the work of getting them, is like demanding that a hired man should demonstrate that he can be a money maker for his employer before he could draw any pay or salary. Few employers would be able to hire help on those terms. He favored paying the Secretary his salary before he demanded any results from his work. If, then, he did not give results he could be dismissed.

On a motion to test the sentiment, every man in the house agreed by standing up to contribute \$2 per elevator per month to the work as long as necessary; and on motion a meeting will be held at Lima on January 19, to be devoted entirely to the adjustment of the finances of the work.

On motion, H. G. Pollock of Middlepoint, J. W. McMillen of Van Wert, and W. G. Poast of Columbus Grove, were appointed by the chair to act as a nominating committee.

#### RELATIONS TO RECEIVERS.

Sec'y Riddle said the Association's relations to the receivers are now entirely harmonious, except that a cause of friction still exists in the differences as to weights. He thought much of the trouble arises in the country, where the methods and means of weighing are, in the main, crude compared with those in vogue at the terminals. The "sweeping" nuisance at the terminals is a feature that must be corrected; but if they want relief, country shippers must be sure of their own scales; and they should get together and work out a method of scales inspection and repair such as in operation in Illinois and Iowa.

#### A RAILROAD MAN'S IDEA.

Edward T. Wood, division freight agent of the Pennsylvania Company at Fort Wayne, speaking of weights and claims, said that where there are at receiving points proper weighing facilities, when the car arrives without evidence of leaks or of having been tampered with, and having its seals intact, claims for losses are ignored by claim department, the differences appearing being attributed to difference in scales. You are in a position, he said, to see that your weights are correct to start with, and the way to do is to see that the scales are in proper condition and properly used, so that you can certify to the absolute correctness of your weights.

He warned shippers to look out for green (immature) corn. Most of it is now not safe to send beyond Pittsburgh, and not even that far if there is probability of any delay in transit. A great deal of corn goes bad now, and has for years past gone bad, in transit. During the latter part of 1911 there was not a day when it was safe in Ohio to load or ship corn of 1911 crop. The Pennsylvania Company has paid out all its receipts and more from grain movement in damages because the road could not always give corn the "butter and egg speed" which it needed to save it. The railroad men are interested with you in this business in order to get your freight; but as to corn, we railroad men do not see what we can do with it, unless we make the rate high enough to cover claims for damages or you adopt the obvious remedy of drying the corn before shipping it. This, Mr. Wood suggested, might be done at central points, like Lima, say, where corn



can be collected, dried for the owners and re-shipped on transit terms; and then it could be forwarded safely for a long distance haul. Drying in this way at a central point would reduce the expense of operating the driers and save the freight charges on a long haul of water which would have to be taken out ultimately at the end of the haul. Success in the grain business in the country, as he sees it, consists in operating the small house at the station and a larger one at a railway center for assembling and treating the grain as it comes from the farm to the station. The "big men" in the terminal markets are going into the trade in the country to operate on this plan, and you must expect more of that kind of competition in the future, particularly at railroad centers like Lima.

#### ELECTION OF OFFICERS.

H. G. Pollock reported for the nominating committee by recommending the election of the following officers, particularly commending personally and for the committee the work and the services generally of Secretary Riddle as having been beyond estimate:

President—W. T. Dolbey of Delphos, O.

Vice-President—Jerome Elliott of Columbus Grove, O.

Secretary—T. P. Riddle of Lima, O.

Treasurer—D. R. Risser of Vaughnsville, O.

Executive Board—The president, secretary and treasurer.

Arbitration Board—Earl C. Bear of Hicksville, S. B. Douglas of Lima and A. L. Garmon of Delphos. [This committee does not arbitrate the cases, but appoints arbitrators who are residents of the territory in which the trouble may exist but who are not interested in the subject matter.]

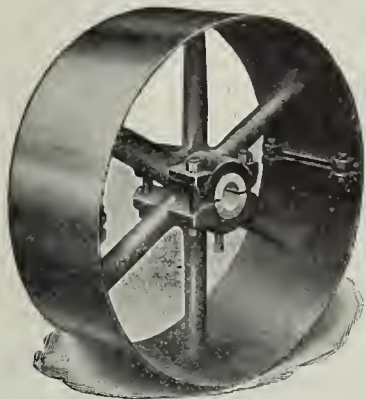
The ticket so recommended was unanimously elected; and Treasurer Risser having refused to permit the others to "chip in to pay the room rent," the meeting adjourned.

The attendants at the meeting having mostly arrived during the progress of the afternoon session and departed in the same way to meet trains, it was impossible, without interruption of the speakers, to obtain names of all present, and the reporter records only the names of most of the receivers and their representatives present, as follows: R. W. Young with D. G. Stewart and Geidel, Pittsburgh, Pa.; F. E. Watkins with Cleveland Grain Co., Cleveland, O.; H. G. Pollock, Middleport, O.; O. C. Robinson of

18] is the proof that much more can be done in that direction. Perhaps as this criticism comes from some of those "middle-men" to whom the Hon. James Wilson has referred in his preachments, it may go for naught. As "middle-men" are a product of the natural evolution and economies in business, his talk can be classed with most of the political "bunk"; but the time wasted might do much good in the preparation of more correct "figgers."—Pope & Eckhardt Co., Chicago, Dec. 18.

#### TWO INTERESTING APPLIANCES.

Our illustrations herewith picture two interesting and, in their respective spheres, most useful devices made by the Jeffrey Manufacturing Company

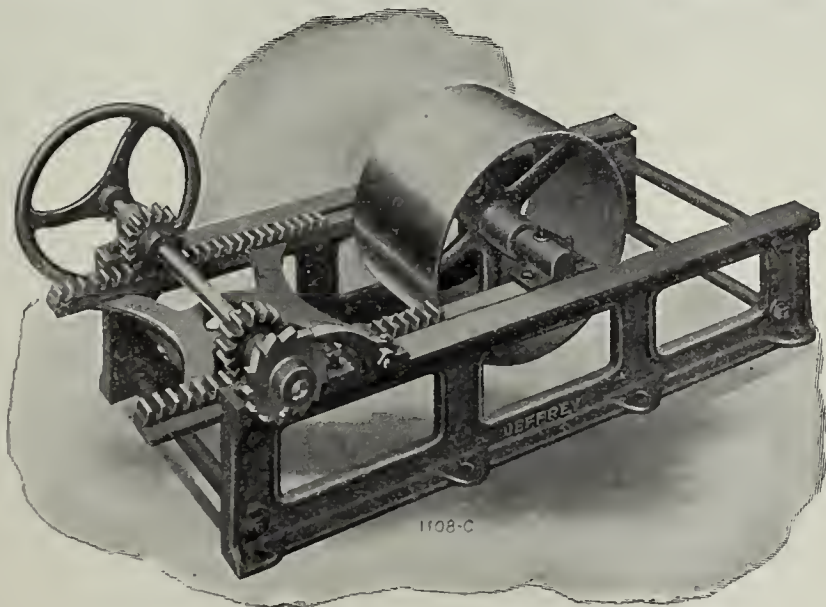


IMPROVED SPLIT IRON PULLEY.

of Columbus, O. The first, the Jeffrey Belt Tightener, as indeed will the other also, the Jeffrey Improved Split Iron Pulley, commend themselves to the reader as typical of the simplicity as well as the quality and efficiency in service of the Jeffrey power transmission machinery generally.

The belt tightener is made for heavy service, with iron frame, self-oiling bearings and rack and pinion adjustment. The hand wheel may be placed on either side.

The pulley is the final result of "Jeffrey quality" of workmanship and years of experience in the manufacture of iron pulleys. Its improved bushing system and large range of standard bores (6 to 54 in. diameter, with 4 to 14 in. face) make it a pulley not to be excelled by any, and as it is carried in stock by the makers and by most dealers, it can be quickly furnished to meet any requirement.



JEFFREY BELT TIGHTENER.

Robinson Grain Co., Lima; W. M. Doan of Egley-Doan Elevator Co., Fort Wayne, Ind.; W. G. Heathfield, Buffalo; C. S. Young with Royce & Coon Grain Co., Bowling Green, O.; Chas. Kerr of Onsted & Kerr, Onsted, Mich.; W. S. Dickinson of Cutler, Dickinson Co., Adrian, Mich.; E. G. Custenborder with J. E. Wells & Co., Sydney, O.; A. T. Ward of Ward Grain Co., Lima, O.

The important differences in the Agricultural Department's estimates have been referred to in our former letters. Comment by speculators and other conservative handlers is, that notwithstanding great improvement in the gathering and preparation of Crop Statistics, here [in the final estimate of Dec.

It is perfectly machined and balanced and, what is more, it stays true. It can be clamped on a shaft without disturbing other equipment, while the clamp hub has so large a gripping surface that key-seating is not needed. It can, of course be as readily removed from the shaft, and can be used on different sizes of shafts by the use of proper bushings,—all features that give it a great advantage over a solid pulley.

And, speaking of the Jeffrey transmission machinery generally, it might be added that the new "Power and Transmission" Catalog recently issued by The Jeffrey Manufacturing Company of Columbus, Ohio, is one of the finest catalogs of its kind that has been issued on this subject. It is indeed

very complete and contains valuable information and data on the complete line.

For over a quarter of a century the name of "Jeffrey" has been the trade mark of the most advanced development in all lines of mechanical equipments used for elevating and conveying, and elevating and conveying equipments for various industries must naturally be designed to meet the particular requirements. In the present day of scientific management, a great deal of money is being spent in the trying out of various systems for reducing the handling of materials to the least possible trouble and expense. This is very true in both the grain elevator and the flour mill. Instead of clinging to the old-time methods of handling materials by human effort, the elevators and mills are installing mechanical appliances for handling them and naturally a great deal of power and transmission machinery is being required, and the devices we have shown are but a few of many.

#### WHEAT BLOCKADE IN CANADA.

The Canadian West is suffering now, in the matter of marketing its grain, from a combination of evil conditions. First and foremost is the almost complete absence of farm storage, with the necessity of delivering the grain to the elevators immediately after it is thrashed; and as thrashing was delayed last fall by adverse weather conditions, December's work created a condition at the country stations said to be "without a parallel." At one station, Morse, Man., which may be typical of many, on December 15 "farmers fought hand to hand in the streets for the privilege of marketing their grain and mounted police had to be called to maintain order. Fifty thousand bushels of grain were piled in the streets and in implement houses and over 100 loads were standing in wagons with no place to unload. Farmers had been in town for a week trying to dispose of their wheat. Many of them drove 75 miles and intended to take back with them the necessities of life.

"At Mortloch and Outlook," says the telegraph, "the elevators are filled to the roof and farmers have been waiting there for days to unload. At Reuleau the names of 300 farmers are on the car order books and at Pense many more names are on the list. Conditions at Herbert, Swift Current, Rush Lake, Sintaluta, Qu'Appelle, Indian Head, McTaggart, Lang and Milestone are no better."

From Regina the information is sent out that the temporary relief of a few weeks previous has ceased and the shortage at the middle of December had become far worse than it had been. "Grain is piled in the streets at Davidson and many other points, and the warm weather of the previous two weeks resulted in the grain becoming heated. A communication received from Davidson said: 'For God's sake send us relief.' At that point over 300 cars were needed. Up to December 12 the aggregate number of cars loaded at 94 places heard from was 2,270, or only about 25 per cent of the number required. The number of cars required at the 94 points was 6,855, according to official figures obtained by the shipper's section of the Regina Board of Trade. A strongly worded resolution has been despatched to the railway officials asking that the C. P. R. send 200 cars daily to the Regina district for ten days, that the C. N. R. send a similar number, also that the same number of cars be sent daily to the district surrounding Moose Jaw as the shortage is just as serious there."

No serious car shortage was reported at the same dates from Alberta.

#### THE LAW'S EFFECT.

It would be useful to know to what extent the new laws controlling the grain business in both Manitoba and Saskatchewan are responsible for the congested conditions, which at this time have been only slightly relieved. In both provinces the laws were designed to, and do, discourage private construction of grain elevators, the operation of which is hedged about with many restrictive and annoying features, such as, bearing on this one point of movement alone, the law placing an elevator of no matter what capacity on an equality as



to the car service with a farmer who has but a single car to load and must do it with a shovel. Here, then, is the accumulation, let us say, of fifty carloads of wheat, originally belonging to fifty farmers who did not elect to order cars for themselves, but were able to get rid of their grain by selling to an elevator man, or storing with him, held up until 50 or 500 other farmers are able to load out 250, 500 or 1,000 bushels, more or less, each by hand; then the elevator gets its one car and the cycle of the service of 50 or 500 other cars each loaded by hand by a single farmer is repeated, and so on *ad lib.* Of course, private individuals will not build houses under such circumstances; and as the provincial Grain Commission of Manitoba has been operating the government houses on the familiar theory of "prevention of waste," it has closed all the houses whose operation might be said to be "unnecessary," because they would "duplicate the service," it has resulted that the actual elevator space available to the public for its use is less now than it was before the houses were taken over by the government; while the construction in the future in Manitoba can never be expected to be as rapid as circumstances may demand. Government operation of "public utilities" will always fol-

culty is not so much the want of a market as of physical ways and means to get the grain to existing markets, conditions which would have been unchanged in any event. There has been a clog at both ends; ocean tonnage at Montreal having been as scarce during early December as cars in the West. Considerable of the grain is going into store in bond at Superior and there is, of course, the movement abroad in and through our Atlantic ports.

### C. B. SPANG'S ELEVATOR.

A native of Pennsylvania, bringing with him a smattering knowledge of the grain business, C. B. Spang settled in Georgetown, Ill., January, 1890, and embarked in the milling business with J. E. Haworth. Ten years later Mr. Haworth retired, leaving C. B. Spang in full control. The need of a modern elevator was keenly felt; and in 1902 a house with 100,000 bushels' capacity was constructed on the Big Four Railroad for the complete handling of wheat, corn and oats. This is the elevator shown in the picture.

Ten dumps are in operation, under which are hoppers and chain drags complete. The grain machinery in use is one U. S. Sheller, two Western

in the eastern part of the United States where there seemed any likelihood of finding beds of potash salt. Samples of the brines and waste bitterns are being analyzed and some show considerable percentages of potash salts. A natural highly concentrated bittern from northern Ohio seems to hold out sufficient promise to warrant further attention. This bittern is a bugbear to the salt industry of the state, for if allowed to get into the brine from which the salt is made it renders the brine bitter and spoils the salt. As a container of potash salts, however, it may prove to be the richest known in the Eastern states.

An important deposit of alunite, which has but recently been discovered near Marysville, Utah, is now being developed. While the deposit furnishes material well adapted for utilization, the quantity thus far revealed is insufficient to supply the whole United States with potash. However, it is favorably located to compete with foreign potash in supplying the needs of the western orchards. The size of the vein and its apparent purity are probably its most unusual features.—Announcement of Geological Survey.

[Special Correspondence.]

### SOUTHERN NEWS LETTER.

BY N. L. WILLET.

We are having a large amount of agitation in certain quarters as regards holding cotton for 13c. It is well known in the farming world that this agitation is largely political. Not one farmer in a hundred believes actually in 13c for the 1911 crop. Some of them may believe in higher prices than at present, but probably there are as many who believe in 8½c cotton on this crop as, say, 10 or 10½c. The farmer knows that he is in the same category with every other owner of property. If there is an overstock, prices have got to go down proportionally.

A good deal has been said in the 13c agitation concerning the valorization of coffee in Brazil. The result of that valorization is that you and I are now getting poorer coffee than at any time in our lives and are paying a higher price for it; but the coffee farmer in Brazil is not the man who is getting the money out of valorization. There was a big crop of coffee in Brazil, which is confined to two large states in that Republic, and coffee went so low in price that it was about to break the banks that were carrying it and the farmers, too. The banks formed a plan in the matter to protect themselves. Coffee was bought up from the farmers, but the banks themselves would have "gone broke," if succeeding crops of the farmers had been large. Through the bankers' influence a high export duty was placed on coffee from Brazil, and restrictions, too, were made as to the amount to be exported. This export duty and these restrictions put a chill at once on future large crops. Now, the banks are letting out this coffee little by little, but the coffee farmer is not getting any of the benefit. The banks own the coffee and are selling it.

Now as to the valorization of cotton. In the first place, we have no Czar in this country to tell us how much we shall grow nor how much we shall not grow. In the next place, there will never be any law in this country putting an export duty on cotton. If there were, India, China, Africa, Turkestan, South America and Turkey would soon bloom with cotton. Let us rest assured, too, that the banks of this country are never going to act as regards cotton as did the banks in Brazil. The valorization of cotton is a political dream. It affords a good thing to talk about but as a suggestion is wholly valueless.

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I had an example this week as regards the evil of high prices for farming lands in any community. In the first place, it makes more taxes to the owner. One of the most intelligent farmers in the state of Georgia, who lives in the upper central portion of the state, told me that he had just sold his land—land being very high in his county—and was going to a lower county on account of lower prices for land. Marlboro County, S. C., has been boasting of



C. B. SPANG'S ELEVATOR, GEORGETOWN, ILL.

low an imperative need for them, never anticipate it; private initiative, on the other hand, being more of less speculative, will, if left unhampered by vexatious restrictions, almost invariably anticipate need and in order to earn the cream of first profits by being "on the job" the minute the expected demand for service comes.

In Saskatchewan, while the law is different, in that it encourages, by direct cash aid, the building of "co-operative" houses, it has similarly stopped the construction of private houses for practically the same reasons as obtain in Manitoba; and permanent, and, as we may say, "automatic" relief can never be hoped for in either province until the present laws are repealed, or the farmers themselves solve the problem, as, indeed, they should, by erecting storage bins on the farms. This last is the true and only rational solution of the problem; but in a community like the Canadian West, that is coming to look more and more to the government to do all those things for the people that they should do for themselves, such relief can hardly be expected to arrive soon.

Some Canadian grain is coming across the boundary into the United States, the Canadians in this instance paying the 25c duty by accepting the lower price necessary to make sales. The Canadian acceptance of the reciprocity treaty would have helped them, therefore, in this emergency; but that it would have greatly relieved the December congestion, as many on both sides of the line now contend, may well be doubted, seeing that the diffi-

Cleaners and all the necessary elevators, including a passenger elevator.

The power plant consists of an Atlas boiler of 55 horsepower and an engine of 45 horsepower.

The plant has capacity to handle 1,000 bushels per hour. Grain is loaded by gravity after being weighed over Fairbanks Automatic Scales. The elevator is in charge of Ed Stowers while the office work is looked after by R. A. Thornton.

Although this is not one of the largest shipping points in Illinois the business is quite a satisfactory one and some credit is due the owner, C. B. Spang, for the construction of such a house at this point, as it gives the farmers of the neighborhood every facility for marketing their grain at any time and to unload at the least inconvenience to themselves.

### SUPPLIES OF POTASH IN THE U. S.

The United States Geological Survey is issuing another preliminary report on its potash investigations under the special appropriation in aid of the search for an American supply of potash. The statistics contained in this report show a phenomenal increase in American purchases of German potash in 1911. The imports for the fiscal year ended June 30, 1911, were valued at \$14,000,000. It seems likely that the imports for the calendar year 1911 will reach \$15,000,000, an increase over the preceding year of almost \$3,000,000.

During the past year a geologist of the survey, W. C. Phalen, visited practically all the salt plants



\$200 per acre land, and yet she has lost some of her very best farmers, who have sold out their lands and moved to southern Georgia. If a man makes \$10 per acre profit on \$100 land, he is making 10 per cent; if he makes \$10 per acre on \$10 land, he is making 100 per cent. This intelligent man who is moving away from upper central Georgia is a man of such rare qualifications that you could not estimate his value to the county in dollars and cents. He is inestimable; but high land is driving him away.

I had an interesting talk with him. He showed me four photographs of four fields of Cleveland cotton grown by him last year. I have seen hundreds of cotton photographs in my life, but I have never seen such prolific fields as these were. He is making just four times the amount on the same land with Cleveland that he made in 1910. There is not the slightest doubt that among all the big-boll cottons Cleveland is pre-eminent. Nothing can touch it. It is a 100-day cotton, ten days later than King's, Simpkins and Broadwell. It is a big boll and easy to pick, has but little foliage and for prolificness no cotton can equal it. It has been largely planted this year in the boll weevil country and in the Southeast, and there will be a tremendous demand

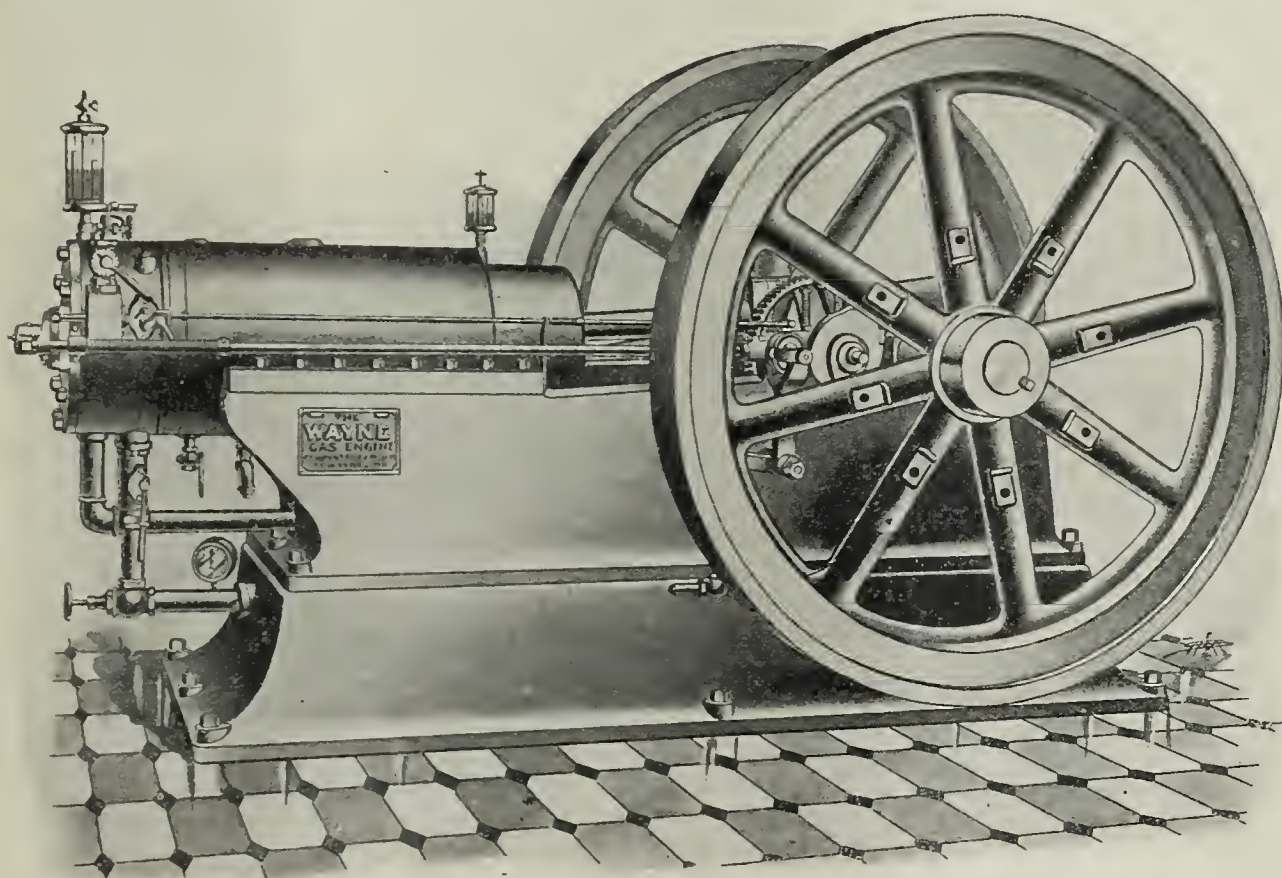
does nothing until February 1, when he again commences to work.

\* \* \*

I have just seen some samples of the new "Fifty to Fifty" Cotton—the cotton which actually turns out 48 to 50 per cent at the gin. It is a big boll, and, strange to say, the seeds are very small and green. A sample of the lint feels more like wool than cotton; it is strong and heavy. It is unnecessary to say that the cotton is exceedingly prolific. It is something new, and certainly there is a fine future for it. When we remember that the average big boll is only 38 per cent, we get some idea of the comparative value of the new "Fifty to Fifty" big boll.

#### THE WAYNE GAS AND GASOLINE ENGINE.

The Wayne Gas and Gasoline Engine, manufactured by the Fort Wayne Foundry & Machine Co. of Fort Wayne, Ind., in the years it has been upon the market has met with the complete approval of very many users. Its simplicity and the sensible and practical lines upon which it is constructed are well shown in our illustration. But these points are not all. It is also commended for its strength, com-



WAYNE GAS AND GASOLINE ENGINE.

for it and a tremendous amount will be sown this next spring.

This farmer gave me a report of five acres of a new oat, which is known as the "Hundred-bushel-per-acre Oat." It is an improvement over the Applier. He made an actual fact, on five acres, 125 bushels per acre. I spoke in a former letter of the Fulghum Oat, which is the Applier Oat in all saving its earliness. It is three weeks earlier than Applier, allowing the cotton farmer to plant his cotton early. The Fulghum Oat made 75 bushels in many places last year. It does seem as if the Fulghum and this "100-bushel Oat" are certainly the coming oats for the South and without superiors.

This farmer was not complaining of low-priced cotton, because he had four times as much as he had last year. The truth is, the tenant system is the weakest point in Southern agriculture. Whenever the tenant farmer sees short crops ahead of him and sees that he cannot pay out, he leaves the landlord early in the fall and abandons his crops in the field and leaves debts behind him. Notwithstanding low prices this year, tenants seem to be satisfied and are paying their debts. And let me say that no man lives so easily as the average tenant farmer. He works about eight months. When cotton picking time comes on he rides around in a wagon and the wife and his children do largely the gathering. When the cotton is out of the way, he practically

plenness and durability; and it has proven itself an admirable power for operating grain elevators, flour mills, feed mills and all similar plants, where a steady, dependable power is required.

The Wayne Engine is of the horizontal, single-cylinder, four-cycle type. In its construction the manufacturers have minimized details; that is to say, they have built an engine with the smallest number of parts possible, avoiding intricate and complex lines. The advantages of a machine of few parts are many, as there is less wear and less liability of breakage, as well as smaller expense for repairs. As will be seen in the cut, the machinery is neither complicated nor the parts concealed, and the engine is made with as few parts as is consistent with a substantial, reliable and perfect machine.

The safety of the Wayne Gas Engine is said to be beyond question. Equipped with the electric igniter, when properly piped, it is absolutely free from the danger attendant upon power plants, such as from fire or explosion. When the engine is operated with gasoline, the fuel is contained in a storage tank that may be placed without the building and underground, a lifting pump, integral with the engine being employed to convey it to the engine as fast as consumed, and no faster.

The company has in stock for prompt shipment machines of 4 to 30 horsepower, single-cylinder gasoline engines, and also 50 and 100 horsepower

gas engines and gas producers, and will be glad to send further details on application.

[For the "American Elevator and Grain Trade."]

#### SOME THINGS ABOUT SEEDS IN GENERAL.

BY JULIAN KUNE.

It is next to impossible to estimate correctly any agricultural crop, either as to value or quantity, produced during any given time; but it is especially difficult to determine the quantity of and the value of the hay crop, to say nothing of the pastures which come more or less under the same class. Turning to Bradstreet's Review of the various crops grown in the United States in 1911, we find the total value of the hay crop grown in the country to have been \$694,570,000, which is \$53,199,000 less than for 1910. According to these figures, the hay crop takes the third place among all our agricultural productions. First in the list is the corn crop, with its \$1,565,258,000 of value; the second rank belongs to the cotton crop, with its \$775,000,000 of value; but if we should in our estimate include the grass consumed on the pasture lands of the country, we would find that the hay crop would undoubtedly rank first.

#### CHICAGO'S HAY CONSUMPTION.

While on the subject of hay, it might be interesting to turn to the 1910 Report of the Board of Trade, where we find that the total receipts of all kinds of hay in Chicago, one of the largest hay markets in the country, were 272,000 tons, of which but 24,295 tons were reshipped, while the balance, amounting in value to over four and a half million dollars, was consumed by Chicago's own horses and cattle.

With the filling up of our vast prairie lands with cultivated farms, tame hays, such as timothy, clover and alfalfa, have crowded out to a large extent both upland and low land prairie hays. Only in the far Western states is yet to be found prairie hay, whence it is shipped to Eastern markets. Even there alfalfa is fast crowding the wild hay out.

The farmers of our country have learned by experience and also by the examples set by our various state agricultural colleges, that the labor and money expended in cultivating tame hay is well invested. This is especially true of alfalfa, of which three to four crops may be gathered during the season.

#### PURE SEED LAWS NOW A NECESSITY.

During the early period of this country's agricultural history, when there were millions of acres of farm lands and comparatively few farmers to cultivate them, laws governing the conservation of the country's natural resources, as well as the purity of the seeds, were considered superfluous by the farming world; but now, when out of the 1,900,000,000 acres which constitute the area of continental United States, only 950,000,000 are estimated as capable of tillage, and when out of this there are now 873,729,000 acres under cultivation and the remainder, namely 1,000,000,000 acres, are untillable, and when substantially all the virgin soil of a character to produce crops has been taken up,—it has become absolutely imperative for us to adopt methods of farming as practiced in European countries, where necessity has introduced pure seed laws as well as the systems of fertilizing the soil and rotating the crops. There are seed testing stations all over Germany and Austria-Hungary where seeds are being tested free of charge and where, as in Hungary, these tested seeds are freely distributed among the cultivators of the soil.

The United States not being a paternal government, it necessarily belongs to the various state governments to enact laws touching their internal affairs. The Federal government can enact such laws only which may regulate interstate commerce; hence it is up to the state governments to enact the pure seed laws.

At present there are fifteen states that have pure seed laws. These are Iowa, Kentucky, Maine, Michigan, Nebraska, New Hampshire, North Carolina, North Dakota, South Carolina, Tennessee, Virginia, Washington, West Virginia, Wyoming and Wisconsin. The laws adopted by these several states are not uniform, hence their efficacy is somewhat im-



paired. Still as a beginning in the right direction, they are worthy of emulation by other states.

#### SOME OF THE PURE SEED LAWS.

From a table issued by the Seed Reporting Bureau located in this city the following interesting facts may be gleaned concerning the pure seed laws of the various states above mentioned:

In Virginia, for instance, alfalfa seed must be 97% pure in order to inspect "Standard," while its germinating qualities must be 90 per cent.

In Wisconsin 98 per cent purity is required for "Standard" and 95 per cent for germinating qualities. In six of the states named the purity and germinating requirements are the same, while in the remaining states, the laws vary according to the various notions of their legislatures.

In New Hampshire every lot of agricultural seed offered for sale, in bulk or package of one pound or more, must be accompanied by a plainly written or printed guarantee, stating the percentage of purity and freedom from foreign seeds and other matter and the percentage of viability.

Kentucky has a very strict seed law. "Where orchard grass seed contains 5 or more percentum by weight or measure of fescue seed, Italian rye grass seed, or English grass seed, it is deemed mixed and adulterated." Also, when Kentucky blue grass seed contains 5 per centum by weight or measure of Canada blue grass seed, chaff, red top, or any other seed or foreign substance, it shall also be considered mixed and adulterated." The same law applies to timothy and clover seeds; from which one may infer that the far famed "Blue Grass State" endeavors to preserve its reputation as a first class hay producing state.

#### CANADA'S PURE SEED LAWS.

Our Canadian neighbors have seed laws which are worthy to be emulated within our own borders. Often I have tried to solve the problem, what causes the neglect of our legislatures to pass seed laws that would protect the farmers of this, one of the greatest of agricultural commonwealths. In Canada all kinds of seeds are required to be labeled as to grade. Furthermore, it is strictly forbidden, under penalty of the law, to offer for sale seeds, as "Extra No. 1," unless such seeds are pure as to kind, clean, sound, plump, of good color, free from the seeds of any noxious weeds, and contain not more than thirty seeds of all kinds of weeds, or other useless or harmful plants, per ounce of seeds so marked.

The same rules, though in somewhat modified form, apply to Nos. 1, 2 and 3 seeds. Among the noxious weeds particular stress is laid on wild oats, common dandelion, stinkweed, false flax, ball mustard, wild mustard, hare's ear mustard, Canada thistle, and many others too numerous to mention here. The same laws apply to all kinds of forage seeds, such as alfalfa, alsike, timothy and red clover seeds.

Seeds of oats, wheat, barley and other seeds of similar size are restricted to one weed seed in one ounce avoirdupois. But the following restrictions cap the climax of the Canadian pure seed laws: "No person shall sell or offer, expose or have in his possession, for sale for seeding any seeds of cereals, forage plants, field roots, or garden vegetable crops which are not capable of germinating in the proportion of two-thirds of the percentage standard of vitality of good seed of the kind, unless every receptacle, package, sack or bag containing such seed or a label securely attached thereto, is marked in a plain and indelible manner with the name of the kind of seed and the percentage of the seeds that are capable of germination."

The foregoing quotations are sufficient to induce all interested parties to work for one end, and that is for the enactment of a pure seed law which would benefit the farmers of our country as well as all honest dealers in seeds.

#### SEED TESTING STATIONS.

With the exception of the above named fifteen states, this country stands practically isolated among civilized nations in lacking pure seed laws; consequently seed testing stations are but rarely found in any but these fifteen states. It is true the Federal government maintains at Washington and in a very few states laboratories where seeds are tested,

but as the number of samples accepted by the testing stations is restricted to five samples per month for each firm, and even these cannot be used for advertising purposes, it fails to be of any benefit to the seed trade. Some of the leading seed merchants have their own laboratories; but as the initiatory as well as the maintaining expenses of a well equipped laboratory and testing station are quite heavy, neither the small dealers nor the farmers are able to maintain them. As to the testing stations of the various state agricultural colleges, they are so far behind in their work that they can serve but a very small proportion of the actual applicants. What is needed is the establishment of independent seed testing stations in various parts of the country, where results may be obtained by both merchant and farmer at the hands of disinterested parties.

#### PURITY AND GERMINATION THE MAIN THING.

When I was traveling in Bohemia, I visited a farm belonging to some Catholic friars. Everything was arranged in a most orderly manner; the several outhouses containing the farming tools, and the grain bins were marked in big letters painted on them with the name of the objects they contained. One of the buildings bore the name of "Die Houtpsache," which means, translated into English, "The main thing." On my asking the manager of the farm the meaning of this superscription, he pointed his finger to the manure which was sheltered by the building. While it is undoubtedly true that fertilizing the soil is one of the main things in agriculture, it is equally true that without sound and pure seeds no amount of fertilizing or tilling of the soil can produce good and remunerative crops. "Sound and pure seeds" should be considered by farmers as "The next main thing." The fact is that this question of pure seeds concerns not only cereal and forage crops farmers, but all classes, whether they are horticulturists, florists or those who endeavor merely to beautify their residences with green lawns. Everyone who for the last few years has tried to adorn his premises with green lawns will bear me out when I say that the lawn grass seeds which are now in the market produce more weeds than grass. Then there is another incentive for the enactment of pure seed laws besides those I have mentioned. We know that weeds spread a great deal faster than good and useful plants, and that unless we check the latter we shall have a larger crop of weeds than of agricultural products. Only through the enactment of pure seed laws and their enforcement by the proper authorities can we expect to be able to counteract the tendency of reduced agricultural products.

#### ANNUAL ROUND-UP OF THE "MONARCH" MEN.

The main offices of Sprout, Waldron & Company at Muncy, Pa., during the last week of the old year, was the scene of the annual "round-up" of the selling force of the company, who met there in daily conference with the officers of the company for the purpose of reviewing the business of 1911 and lining out the selling campaign for 1912. "Team work" was the slogan at all the meetings, with all officers and salesmen pulling together for bigger and better business.

In addition to the regular business meetings, the salesmen also made a careful tour of the "Monarch" shops. A subject of particular interest was the new Monarch Ball Bearing Roller Mill, which contains special features never before attempted in machines of this type. The perfect finish and practical value of new features roused the visitors to much enthusiasm.

The visitors also inspected the 9x24 roller mill that has been in operation in the City Flour Mills on second and third middlings for the past three months, and agreed with the owners of the mills that it was the acme of perfection in a roller mill.

While business was the order of each day, pleasure and goodfellowship was the order of Thursday evening, December 28th, when the officers of the company—Messrs. F. M. Sprout, N. L. Vreden-

burg, Stephen Soars, J. Russell Smith and Chas. M. Waldron—entertained the salesmen, heads of departments and guests in royal fashion with a banquet at the Ross Club in Williamsport.

Those present included: James J. Pollard, Toledo, Ohio; W. R. Leathers, Nashville, Tenn.; J. E. Gambrill, Green Camp, Ohio; Geo. J. Noth, manager of Western office, Chicago, Ill.; E. S. Mead, manager Northern office, Minneapolis, Minn.; J. E. Nichols of the Barnard Machinery Co., Enterprise, Kansas; L. L. Houseknecht, Greensboro, N. C.; B. F. Groff, manager of Eastern office, Lancaster, Pa.; W. S. Sewell, Washington, D. C.; T. J. Rauch, Muncy, Pa., and A. W. Groff, Lancaster, Pa. After the usual toasts and story-telling—the next in order after the "eats"—with President E. M. Sprout presiding as toastmaster, the remainder of the evening was pleasantly spent at the Popular Family Theater.

#### MORE FORGERIES.

On December 15 it came to light at Chicago that one L. W. Lee, 1035 Penn St., Kansas City, Mo., had endeavored to swindle several Chicago grain firms by the fraudulent bill of lading scheme. On the 13th and 14th of December the commission firms of Somers-Jones & Co., J. H. Dole & Co., J. E. Bennett & Co., J. A. Edwards & Co., E. W. Bailey & Co., and W. A. Fraser & Co. received letters signed by Lee from Lawrence, Kas., each containing a bill of lading for a car of wheat said to have been consigned to that particular firm. Each letter asked a remittance on receipt of the bill of lading, the money to be sent to the Kansas City address. The multifarious nature of Lee's consignees becoming public property on 'change, the houses investigated and learned that no such bills of lading for wheat had been issued and that Lee was unknown. Officials of the Santa Fe Railroad, to which the grain was purported to have been consigned for shipment, pronounced the bills of lading forgeries.

The facts were laid before the postal authorities and Lee was speedily arrested at his room in a lodging house, where he was waiting for the remittances that never came. When taken before United States Commissioner his bond was fixed at \$2,000, in default of which he was sent to jail.

#### A WICHITA CASE.

On December 20, the fact was published locally that Robert A. Hastings, manager of the Hastings & Co. Grain Company, grain dealers at Wichita, Kans., had disappeared, leaving behind him a record of forged bills of lading on which a considerable amount of money had been realized through local banks. These bills purported to represent wheat sent to Galveston and Salina mills, on which he realized from \$7,000 to \$10,000, more or less. The process of swindling was the usual one. The Wichita Eagle says:

The missing grain broker is 35 years old and unmarried. He came to Wichita two years ago last October, from Vancouver, B. C., and for the past year has lived at the Wichita Commercial Club. It was stated at the Club that Mr. Hastings' accounts there are straight.

The office of Robert A. Hastings & Co. Grain Company is open and in charge of Walter H. Hastings, who is continuing the investigation of the accounts. To the Eagle Walter Hastings made the following statement:

"The reports concerning the amount of the shortage of my brother are absurd. He did not make a reported 'clean up' before leaving town. He called in some of the bills of lading before departing. By accident I discovered something apparently wrong, while looking over the accounts. My brother was the manager of the firm, and I just happened into the office and was looking over the books when I made the discovery. I at once notified the banks and the mills and commenced the investigation. I am going to stay right here in Wichita, and I am doing everything I can to make a settlement. We have put tracers in every car and so far have found only six questionable bills of lading.

"There may be some other irregularities. I am checking up the accounts, seeing where the company stands, but am unable to say anything further at the present time, except that I am going to stay here and fight this out and do my utmost to settle matters."

The National "Bucket Shop" prosecution conducted by the Government some months ago reached the Supreme Court of the United States on Decem-

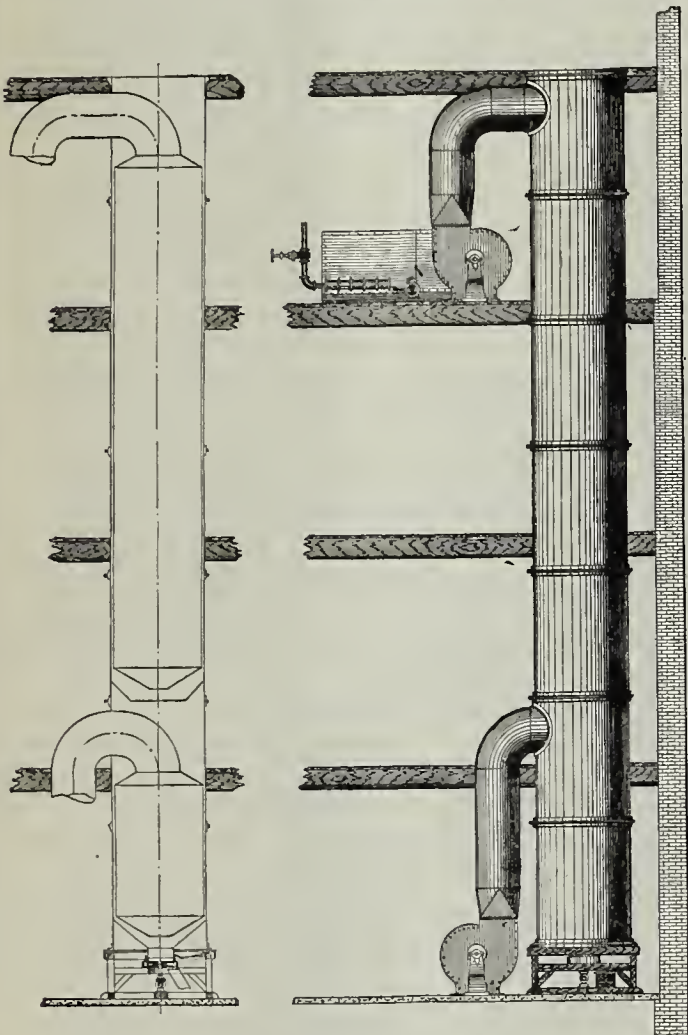


ber 16, when counsel for Louis Cella of St. Louis, Samuel W. Adler and Angelo Cella of New York, filed notice that they would ask that tribunal to review the decision by the District of Columbia Court of Appeals, which held the "bucket shop law" constitutional.

### THE MOLINE GRAIN DRIER.

The accompanying cut is an outline and perspective of the Moline Grain Drier, made by the Barnard & Leas Mfg. Co. of Moline, Ill., the purpose of which is to remove by the application of heat all bad odors, dampness and mustiness from grain and seeds of all kinds, without in any way affecting the germinating, milling or food properties.

The dryer proper consists of two perforated, galvanized iron cylinders, one being smaller and placed



THE MOLINE GRAIN DRIER.

inside the other. Both cylinders are made up in sections and are supported by double cast iron rings at the end of each section. These inner and outer cylinders are of such diameter as the capacity required demands, and the space between them is made to suit the kind of work for which the dryer is designed. Both cylinders are attached to a double cast iron ring so constructed as to leave ample space for the passage of the grain between the inner and outer cylinders. On top of the inner cylinder is placed a cone-shaped cover. Above this and joined to the outer cylinder is a receptacle for the grain.

This receptacle also contains a wire screen and an intake pipe for hot air. The division of the hot and cold air portions is accomplished by gathering the grain from the hot air portion into a cone-shaped bottom which discharges the grain into the cooling portion by allowing it to pass over the cone-shaped cover of the inner cylinder. This completely separates the hot air portion from the cooling and also obviates the necessity of having air pipes pass through the grain from the outer to the inner cylinder. This is considered an especially good feature, since grain, when it is confined between the walls of the tower, cannot pass the pipes which go through the channel but will cause a stoppage, or pyramiding, on top of these pipes, thus holding in the tower a considerable portion of the grain which must be injured by being heated for so long a period. The builders have therefore arranged this dryer, as stated above, to entirely obviate the difficulty caused by obstructing the grain passage with

pipes, the air pipes always entering at the top of each section where the grain is fed to the channel.

The bottom of the inner cylinder is closed with a hopper-shaped bottom having a small opening in its center for the escape of such bits of chaff and dust as may have got into the air chamber of the inner cylinder.

The cut shows the dryer arranged with mechanical disc discharge which is preferred to the automatic feed and discharge (which also is furnished when desired), as the mechanical discharge enables the operator to accomplish just the degree of drying required, which cannot be done in automatic dryers. The receiving receptacle at the top of the dryer is made large, so as to form a storage space to allow of the usual inequalities of feeding and the discharging device at the bottom can be regulated so as to retain the grain for thorough drying or discharge it rapidly as the operator may desire. The discharge being accomplished by force, there is no possibility of the grain clogging or stopping on its course through the dryer.

The dryer is simple, durable and efficient. Because of its size, a number can be grouped into a small space and thus give a large capacity. The capacity is variable, depending upon the degree of dryness desired and the amount of moisture in the grain; and it can be built to suit the requirements of any situation or capacity—with a single column having a hot or drying portion and a cooling portion in one tower; or the drying and cooling can be accomplished by using separate towers, one for the drying and one for the cooling; or there may be two or more towers for the drying and one for the cooling.

The manufacturers will be pleased to give further information and to quote prices.

[For the "American Elevator and Grain Trade."]

### INFLUENCING NATIONAL LEGISLATION.

BY L. C. BREED.

In the October issue of the "American Elevator and Grain Trade," the writer suggested that business men should write to their congressmen concerning their views on particular measures which they found were being mooted, and either champion or condemn them, according to the opinion which they had formed concerning the wisdom or the unwisdom of these measures. Since writing the article referred to, the writer has been considering the matter, and having, as he deems, something further to offer along these lines that is worthy of consideration, will proceed to lay it before the reader.

Speaking broadly, new Federal laws, or changes in old ones, are made, as every one knows, by Congress; but owing to the immense number of bills which the National legislators during each session are obliged to consider, and accept or reject, the various standing committees to which these bills are referred, may and do exercise very great influence concerning the ultimate outcome, and in their hands, to an almost unlimited extent, rests the fate of every measure which comes under their jurisdiction.

Now, while undoubtedly it would serve a good purpose, if business men would, as suggested, more generally than is the case, write to their congressmen, I think there is a shorter cut and a more effective way of accomplishing the object in view, i. e., that of influencing legislation. My present suggestion consists in taking up any specific measure, in which any class of business is vitally interested, with the committee to which it has been referred. This would not only concentrate the fire, but would, so to speak, land the commendations, or protests, as the case might be, on the devoted heads of the men who have the power to recommend the bill, advise its rejection, or delay action upon it.

To boil the matter down still further, it has occurred to me that it might be advisable for the Grain Dealers' Association, and the Millers' National Federation (the interests of the two organizations in many matters being identical) to arrange to have a man in their employ located at Washington, and that these letters be sent to him. His business would be to locate the measure before

Congress and present these letters to the proper committee at the proper time, and if permitted, personally present the views of these correspondents which, in the meantime, he would have segregated and summarized.

Furthermore, as in these days, the custom of the President taking the initiative more frequently than in former times, is in vogue, the representative of the two organizations could seek to enlist the support or opposition of the executive regarding the proposed legislation. Even after a measure has passed both houses, as it does not become a law until the President has approved of it, there is still a fighting chance that should be availed of. If there is legislation to be sought that has not been introduced by any congressman, and it should be deemed advisable to endeavor to interest the President in it, this representative could take the matter in charge.

Though it is customary for committees representing various trades to visit Washington, it is proper to inquire if a competent man on the spot, who should be conversant with the situation and be engaged in watching the course of the committees and ready to avail himself of opportunities which presented themselves, would not, in the long run, accomplish more.

It is possible, also, that the Council of Grain Exchanges might be willing to unite with the other two bodies, and thus, as the expense of maintaining a representative at Washington would be divided among three great organizations, this plan could not be objected to on the ground of its cost.

### A WISCONSIN ELEVATOR.

C. J. Swanson & Co., dealers in grain and general merchandise at Stockholm, Wis., operate several grain elevators in western Wisconsin and are adding to the number from time to time. The house of the picture is located at Hager City, Pierce County, and is located on the C., B. & N. (Burlington) R. R. It has a capacity of 35,000 bushels and



C. J. SWANSON & CO.'S ELEVATOR AT HAGER CITY, WIS.

is fitted up with modern machinery for cleaning and handling its own receipts of grain as well as grain in transit. The picture does not do the elevator justice, as to its appearance; but the house itself is all right and is doing a satisfactory business.

The land haul of Manchurian wheat to market is sometimes a very long one—as great as 200 miles, in winter only, over the worst of roads, when frozen, in the heavy two-wheeled carts that require four to eight mules for a load that a good team might move rapidly over the average European highway.



### THE COMMERCE COURT.

The order of the Court of Commerce, issued in November last, suspending the Commerce Commission's previous order making a heavy reduction in the through freight rates from points east to points between the Missouri River and Pacific Coast, in the so-called "Intermountain Rate Cases," has prompted the introduction in Congress of a bill to abolish the Court, on the ground that its decisions have been and are likely to be subversive of the work of the Commerce Commission. This bill to repeal was introduced by a Tennessee member, Sims, and it certainly has the approval of many shippers in the West.

The keynote of the matter, as it now presents itself, is the constitutionality of the long-and-short-haul clause of the commerce act; but the real gist of the criticism of the Court is that there is a growing divergence between the Court of Commerce and the Commission, and that the sweeping authority the Court seems to be exercising in the face of the decisions of the Supreme Court may eventually render the work of the Commerce Commission practically useless.

"On the very day that the Court of Commerce was organized," says the Washington correspondent of the Philadelphia Ledger, "the Supreme Court handed down a striking decision in the so-called freight forwarders case. In that decision, written by Chief Justice White in the strongest language, the Circuit Court for the Southern District of New York was reversed for annulling an order of the Commission upon premises, not of law, but of fact. Upon questions of fact—the most important question in nearly all rate cases—the Supreme Court held that orders of the Commission were not reversible by the courts, not even by the Supreme Court itself. The Court of Commerce has exactly the jurisdiction formerly exercised by the lower courts, and the decision of the Chief Justice is directly applicable to its powers. In that decision, after reviewing the reasons of the lower court for annulling the Commission's order, the Supreme Court asserted that they reduced themselves to one legal proposition, which was set forth. The decision then proceeds:

We say the contentions all reduce themselves to this, because in their final analysis all the other differences, in so far as they do not rest upon the legal proposition just stated, are based upon conclusions of fact, and that judgment of the Commission is not susceptible of review by the courts. *Baltimore and Ohio Railroad vs. Pitcairn*, 215 U. S., 481. This at once demonstrates the error committed by the lower court in basing its decree annulling the order of the Commission upon its approval and adoption of the reasons stated in the opinion of the dissenting members of the Commission. This follows, since the reasons given by the dissenting members, except in so far as they rested upon the legal proposition we have just stated, proceeded upon premises of fact, which, however cogent they may have been as a matter of original consideration, were not open to be so considered by the court, because they were forecasted by the opinion of the Commission. \* \* \*

We shall therefore confine ourselves to a consideration of that question and to such brief notice of the other contentions urged as will make clear that they depend ultimately upon conclusions of fact not open to this court for review.

The injunction complained of by the critics of the Court was only temporary and the arguments on the permanency of the order will be heard during the present month of January. Should the order be made permanent, it is certain that the Commission, defendant in the action, will appeal to the Supreme Court for the reasons given in the above quotation and for the further reason that the Commission is aware that Western shippers attach great importance to the intermountain rate question. For ten years they have been trying to get relief from what they considered unjust discrimination against the Middle West in favor of the East by the railroads in the "long-and-short-haul" rate making. The first results were obtained by the shippers when, after a bitter fight, they succeeded in Congress in getting the long-and-short-haul clause in the railroad law of 1910, which the Court of Commerce would virtually set aside should its injunction be made perpetual.

It is, perhaps, interesting to note in passing that

when the Commerce Commission made its ruling in this case, during the last week of July, U. P. was selling at 192¼, N. P. at 134½, G. N. at 137¼, Atchison at 114¼ and St. Paul at 129. The ruling cut down the transcontinental rates on an average 20 per cent, the greatest cut being as high as 50 per cent. A few days later U. P. sold at 153½, N. P. at 110¼, G. W. 119, Atchison 99½ and St. Paul 105¼. When the Court of Commerce decision appeared, U. P. went up to 175, and the others followed in the wake. It should be kept in mind, however, that the reductions ordered by the Commerce Commission were made only after the railroads had fully submitted their case and that the authority to make the reductions was contained in the commerce act now in force.

### RAPID WORK ON A FEED MILL.

There is now building at Oklahoma City a molasses feed mill for the C. Y. Semple Grain and Feed Co. that promises to be notable, in the first instance,

will include also all kinds of mixed feeds, making it one of the best appointed plants of its type in the country. It is now expected that the mill will be in regular operation in about a fortnight.

### MORE ABOUT GOVERNMENT ELEVATORS.

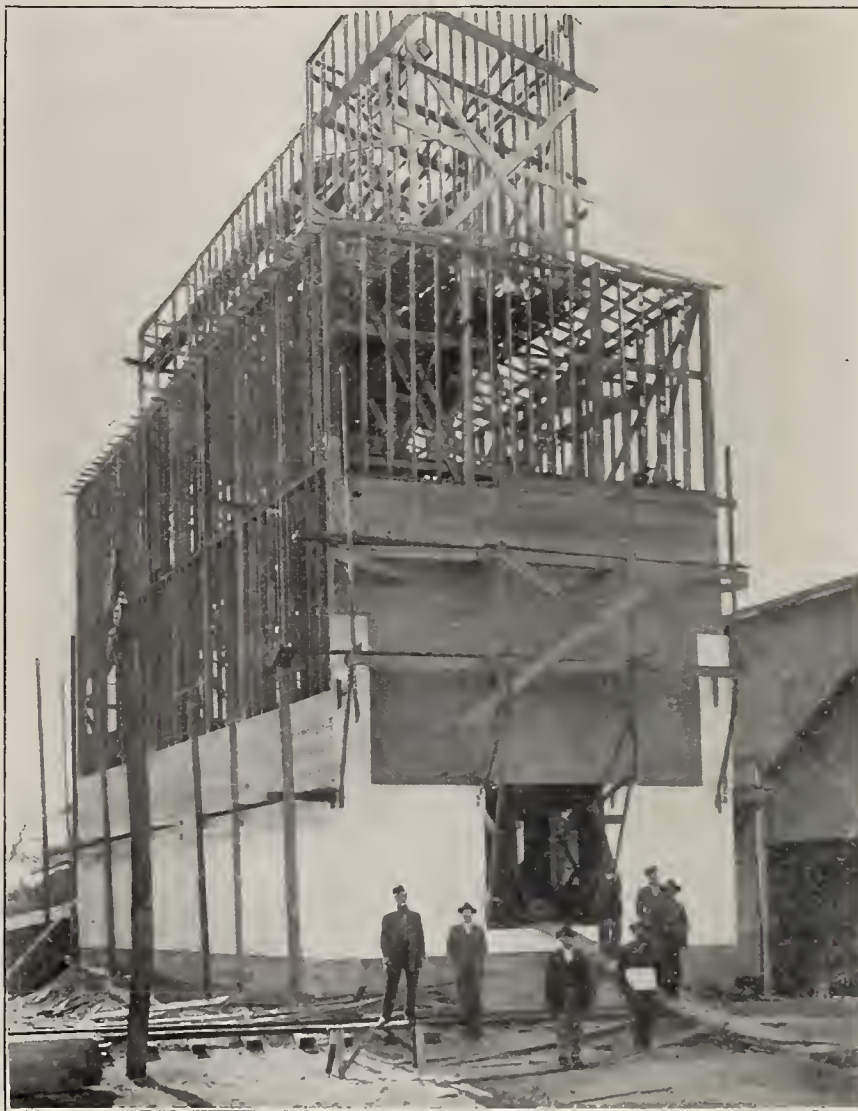
The Dominion Millers' Association at a meeting on December 14, adopted the following resolution:

Whereas, The Royal Grain Commission appointed by the Dominion government in 1905 recommended that no person operating a terminal elevator be permitted to deal in grain; and

Whereas, There have been serious complaints of shipments of condemned wheat being delivered on straight grade certificates, notwithstanding the fines that have been imposed; and

Whereas, The Hon. R. L. Borden declared during his trip through the West that he was in favor of government-owned elevators, operated by an independent commission, be it

Resolved, That the Dominion Millers' Association, satisfied that the government is about to respond to the repeated requests to take over the terminal elevators at Fort William and Port Arthur, requests



PREMISES OF C. Y. SEMPLE GRAIN AND FEED CO., OKLAHOMA CITY, UNDER CONSTRUCTION.

for the rapidity of its construction, as well as for the completeness of its equipment. The photograph shows a concrete and iron building 25x50 feet in size, standing 67 feet high above an 8-ft. concrete basement, work on which was begun on November 6. Then there is a 16-ft. car dump-pit and a concrete tank to hold 14,000 gallons of molasses, there being in the building itself storage bin capacity for 21,000 bushels of grain.

Although the order for the machinery was not placed until November 20, The Wolf Co. on December 12 (or within three weeks of receipt of the order) made shipment of the following made-to-order machines now being erected under the supervision of N. M. Miller, millwright foreman, of Kansas City, Mo.: One of The Wolf Co.'s new 10x30-in. Wolf Ball-bearing, Spring-adjustment Roll-grinding Machines, one specially heavy friction bran and alfalfa packer, one 1,200-bu. counterbalanced corn cleaner, and one 500-bu. oats clipper, as well as a complete line of receiving and distributing elevators and conveyors of large size, power transmission connections, etc.

The mill, when completed, will have an hourly capacity of 6,000 lbs. of alfalfa meal and 200 bushels of feed and corn meal. The products of the plant

that the bill be introduced by the Hon. Geo. E. Foster [be passed]; that it make provision for the immediate acquisition of all terminal elevators and do away with the advantage elevator owners now have over all other grain interests; that the amendments proposed by the Toronto Board of Trade and approved by this Association be embodied in the bill; that the bill authorize the government to assume control of the elevators in time to be operated by the government before the next crop movement; and that the bill be pushed through as quickly as possible, even if the negotiations are not complete, so that the milling and grain interests be not hampered in the handling of the crop.

\* \* \*

The Manitoba Elevator Commission reports having handled of crop of 1911 to December 23 over 6,000,000 bus. of grain in the government elevators. In operating these houses it reports "every effort has been made to as far as possible keep the grain separate, and in view of the rush of grain this season and the demand for space, every inch of capacity is utilized. The result has been to preserve the identity of the owner's grain by having him put a sample in a tin box, in conjunction with the Commissioners' warehouseman, the farmer putting the padlock on the box and keeping the key, the Manitoba Elevator Commission guaranteeing to deliver him that amount of grain at the terminal, and that



the grain shall be identical with that put into the elevator."

\* \* \*

Hitherto the Manitoba Elevator Commission has been accepting country elevator weights and giving shippers credit therefor, whether the outturn at the terminal elevators agreed with the reported weight shipped or not. Now, however, Premier Roblin says this burden has become too serious; and a notice has been served on country elevators that "deal only with coarse grains" shipped to Winnipeg for consumption in Winnipeg, which is to this effect: When a farmer asks for his grain at a country elevator it is loaded from the elevator into a car and weighed. The farmer can be present at the weighing, and is entitled to a statutory declaration of the quantity of grain placed in the car. He then takes possession of the grain, and the Elevator Commission is relieved of any responsibility in the matter. If in Winnipeg the buyer states that the amount of grain in the car was less than the government of Manitoba stated to be in it, this is a matter which must be fought out by the farmer with the local buyer. The supposition is that the sale will be made on the basis of the certificate issued by the country elevator. In any case the Elevator Commission ceases to be responsible, and will not in future make up the difference. All the responsibility in connection with the sale rests with the individual farmer."

\* \* \*

The grain growers of the Canadian West will this winter "move on Ottawa" and demand the action called for by the following resolution:

Resolved, That we, the members of the Cartwright branch of the Grain Growers' Association, strongly recommend (1) that our executive urge upon the Dominion government to increase the preference granted in the customs tariff from Great Britain to Canada immediately to 50 per cent of the general tariff as demanded by the delegation represented at Ottawa last December; (2) that the executive press for the duty to be removed from machinery and farm implements coming into Canada from the United States and urge strongly for the immediate construction of the Hudson Bay railroad.

[For the "American Elevator and Grain Trade."]

### RIGHT TO CHANGE DESTINATION.

By J. L. ROSENBERGER.

Member of the Bar of Cook County, Illinois.

A shipper of a carload of wheat, billed to his own order, to be delivered at Asheville, N. C., requested that the destination be changed to Dayton, Tenn. The railway agent assented to the request, and the original bill of lading was taken up and a new bill of lading issued in its place, routing the wheat to Dayton, Tenn.

The car had in the meantime been delivered to the C., N. O. & T. P. R. R. Co., and was then on its way to Harriman. The company's agent at Nicholasville agreed to telegraph orders to have the car stopped at Harriman Junction and sent thence to Dayton as directed in the new bill of lading. He telegraphed the agent of the company at Harriman Junction, but did not send the telegram at once and for some reason unexplained the telegram did not reach the Harriman agent until about noon the next day, who responded that the car had not arrived, but that he would stop it and change its route when it came in. As a matter of fact, it had arrived probably an hour or so before, but owing to an omission of one of the clerks at Harriman in entering the fact in its appropriate place on a book kept showing the arrival of cars, he made the mistake mentioned. Within an hour or so he discovered his mistake, and notified the agent at Nicholasville that the car had come in, and had been delivered to the Southern Railway Company before the receipt of his first message, but he did not make any effort to learn, after he had discovered his mistake, whether the car had gone out or to stop it. The car was carried on to Asheville, and being unclaimed it was, on the shipper's order, brought back to Harriman and carried to Dayton, for which extra service the shipper was charged and compelled to pay an additional freight toll of \$291.11; and he brought suit to recover the difference in freight charges.

In affirming a judgment in favor of the shipper, the Court of Appeals of Kentucky says (C., N. O. &

T. P. R. R. Co. vs. Steele, 131 Southwestern Reporter, 22) that the jury were correctly instructed that they should find for the railroad company if they believed from the evidence that the latter had agreed to only use its best endeavor to change the destination of the car and if it used reasonable effort to do so; otherwise to find for the plaintiff. It was competent for the shipper and carriers to agree to a change of the original contract, especially as the carrier was to receive as consideration for so doing the additional toll for carrying the wheat on to Dayton. Whether they so agreed was best shown by the bill of lading sued on. But the trial court allowed evidence to contradict the bill of lading, which was in its terms a positive agreement to haul and deliver the wheat to Dayton, to a conditional agreement, which was that the carrier would endeavor to make the change requested. This was as liberal as the Railway Company was entitled to.

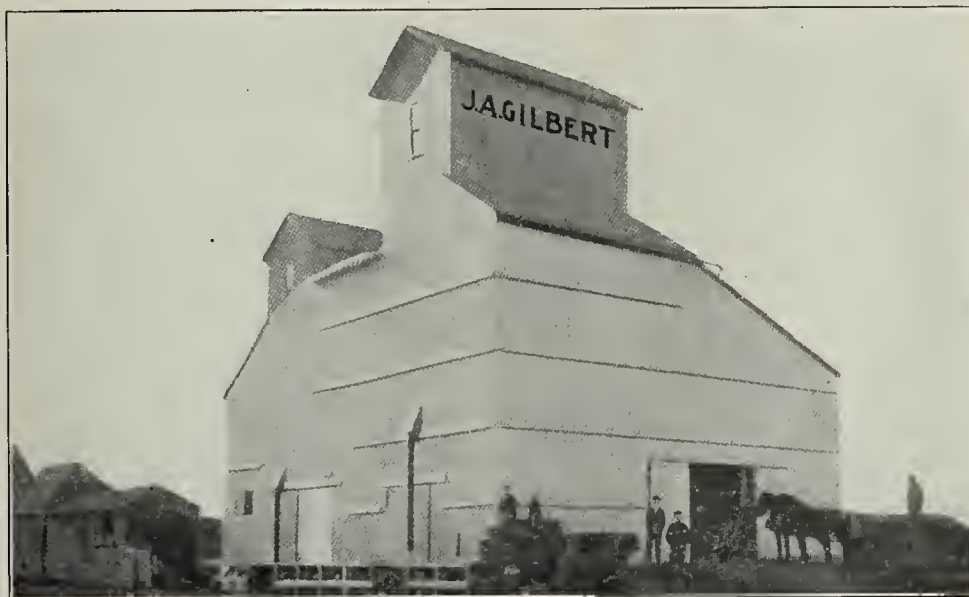
The title to the wheat remained in the shipper. He was also the consignee. He therefore had the right to alter the destination of the car, so long as it was in that carrier's custody. That the carrier had issued a bill of lading to the consignor-consignee [order bill] did not change the right of the latter to control the destination, as the

1 of this year. In other words, Fike lives in western Kansas and plants wheat on the gamble that it will rain and give him a crop. He has been "betting" in this way for the past ten years. He won in 1903, and is waiting patiently for another big year, and then, he says, he will quit gambling on rain. Since 1903 he has bet \$175,000 that it would rain at the proper time. He never lost entirely until in 1910, when the weather soaked up \$40,000. Each year he got his wager back, and in three years he was able to show small winnings, but he has not "busted the bank" yet keeps on trying to do so.

### A NEBRASKA HOUSE.

The elevator of the picture belongs to J. A. Gilbert, who has been in business at Waco, Nebr., for eighteen years and begins his nineteenth with an elevator of ample size and equipment to handle a large business. He finds the immediate outlook rather discouraging, however, as corn, the leading crop, has not only run but 20 to 40 bushels per acre, but is so very wet that it will hardly be fit to ship on grade before next summer and not likely to grade better than 4 then.

However, Mr. Gilbert handles coal and lumber



J. A. GILBERT'S ELEVATOR AT WACO, NEBR.

presumption was that he remained the owner of the grain and bill of lading. The right of control by the shipper of the destination of his grain upon the carrier's line is an incident of his title. The carrier's title is subordinate to that of the owner, and aside from its lien for charges for carrying the grain it cannot be allowed to defeat the owner's right to control its destination. He has the same right to stop it during the trip as to start it on the trip.

The right of stoppage in transit is a different matter and is the rule of law respecting the shipment of goods to an insolvent, or failing, consignee other than the shipper. Even in the latter case, the carrier upon seasonable notice must stop the goods, though, of course, it would be entitled to its contract compensation for hauling them. But, if the carrier negligently fails to deliver a message to its agent to stop the goods which are in its possession, it will be liable to the owner; or, if the carrier agrees to use all available means to stop the goods before delivery, it is liable in case of negligent failure to do so. The directions of the owner-shipper must be respected where the rights of a consignee do not intervene, the carrier, of course, being allowed to receive its toll before parting with the goods.

The jury evidently found in this case that the carrier, the C., N. O. & T. P. R. R. Co., had reasonable opportunity to stop the car of wheat before parting with its possession at Harriman and that it was negligent in not having done so within the 26 hours or more after receiving notice and after having agreed to do so, until it was turned over to the Southern Railway Company. This finding of fact was well sustained by the evidence.

Topeka, Kans., reports that "Jim" Fike has bet \$20,000 that it will rain between March 1 and May

and does a general insurance business to "fill in the chinks."

### SOMEWHAT INDIFFERENT.

The Decimal Association's offer to send a lecturer to address the British Millers' Association on the metric system was treated with the lack of seriousness that it deserved, says the Miller. Millers at any rate are, as a body, contented enough to use the weights and measures that are thoroughly understood in the trade, and it would take years to make any other system general, and in the meantime confusion would be worse confounded. There might be some justification to make a universal standard weight for a quarter of wheat on all British markets in the same way that 60 pounds is reckoned a bushel of wheat in America. At any rate the Decimal Association is quite wrong in thinking that its propaganda interests millers, who are more likely to agree with the poet (?) that wrote:

"Some talk of millimeters and some of kilograms,  
And some of hectoliters to measure beer and drams,  
But I'm a British workman too old to go to school,  
So by pounds I'll eat, by quarts I'll drink, and I'll  
measure with a two-foot rule."

Millers in these strenuous times have more serious things to consider than the decimal system.

The Kansas State Inspector earned \$5,181.06 in October and collected \$2,519.79; in November he earned \$3,583.34 and collected but \$1,672.48. The fees remained unpaid in some instances because of the grain inspection case pending in the Supreme court. The department collected a total of \$4,192.27 for the two months and the expenses for the same period—the expenses that were paid—amounted to \$4,288.71.

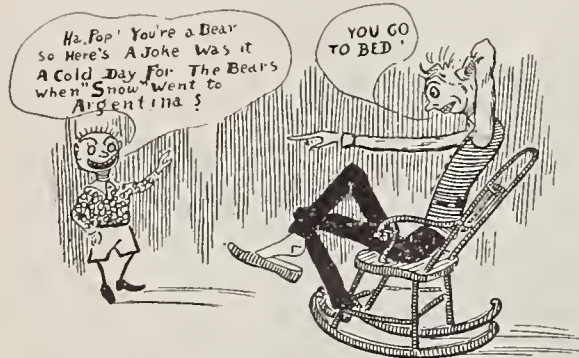


## THE ARGENTINE TRADE.

J. F. Zahm & Co.'s Saturday cartoon of January 6, reproduced below, is a graphic and comprehensive view of the situation in Argentina. In further comment, the "Red Letter" says:

Too much rain and rust have cut the [Argentine wheat] yield down, and instead of having 150 millions to export as was expected, it looks now as though the amount will be less than 100 millions. In fact, Snow, the expert (who has been there several weeks) puts the amount at 98 millions. The Buenos Ayres market has been very wild. It is a very small market, however, and for that reason wide fluctuations can be expected. Harvest is completed in some sections and on in others. Some contend the damage there has now had its effect, while others say it is just beginning to be noticed abroad and at home, and when the damage is confirmed either by reports, or, later by actual shipments, there will be an old-fashioned bull market, etc.

The Bolsa operations at Buenos Aires, however,



OUR ANSWER TO THE KIDS JOKE WOULD BE THAT THE BEAR SHOULD HAVE LISTENED TO WHAT SNOW TOLD 'EM.

are a poor index of the actual situation, as will be seen by the following report of an interview in the Record-Herald with a member who has been visiting the Chicago exchange. The Record-Herald quotes the gentleman as follows:

"The bolsa has two sessions, or 'rings,' each day, one from 10 to 11 a. m. and the other from 4 to 5 p. m. except Saturday, when there is no afternoon session. The trading in all cereals, including wheat, corn, oats and linseed (flaxseed) is done in a single pit by about fifty or sixty people. These are largely under the domination of four to six large firms, although there is a number of smaller concerns in business. The 'Big Four' that you hear so much about are Bunge & Born, Louis Dreyfus & Co., Weil, Hermanos & Huni, and Wormser & Co., while Sanday & Co., and the General Mercantile Company work with them and are also influential. Dreyfus has a house at Paris and New York, Sanday at Liverpool and New York, and the General Mercantile Company is backed by W. H. Mulier of Rotterdam.

"Trading in futures is in 100 to 200 ton lots or 3,750 and 7,500 bu. lots, and it is rare that the business of a day will exceed 60,000 bushels. At that, much of the trading is 'washed,' or of a character that would not be countenanced here,—for instance, A selling to B with whom he has a private understanding to resell back to him later. The big leaders are probably the shrewdest grain men in the world, and while they may fight among themselves, their prices go out as a unit to the foreign trade.

"It is a rather intricate problem reducing the quotations on tons, which are in paper pesos worth about 43 cents on the dollar, gold, to United States money. It is safe for the trade in Chicago to make due allowance for Argentina figures on future deliveries, especially when it is known that brokers in that nation are constantly selling wheat to Europe and must figure a profit over freight and handling charges from Argentina. You can estimate the value of the figures from today's quotations. Antwerp closes equal to \$1.08% for Argentina January-February delivery, while January at Buenos Aires is quoted as opening today at \$1.14½ and February at \$1.05¼ a bu., both reduced to the United States money."

## A LOCAL REPORT FROM ARGENTINA.

The quotations above are interesting in the light of the following review of the market in the Buenos Aires Herald of November 23, which emphasizes the effect on values, or, rather, prices, of the absence of interior, or farm, storage for grain, a condition that makes so much commotion at harvest and immediately after in Canada. The Herald says:

Now that it is possible to form some estimate of our grain production for the year 1911-12, the question of storage and distribution assumes proportions which are hardly realized by those outside the trade itself. Given fine weather for the collection of the harvest, we are face to face with a production

of 5,000,000 tons of wheat; 1,000,000 of linseed and 1,000,000 of oats; and when we add the probability of a maize crop which may easily reach 5,000,000, it becomes obvious that the existing deposits must prove inadequate to such a strain.

We learn from Europe that the comparatively low prices ruling for wheat is simply due to the belief abroad that our crop will be hurried forward without a moment's unnecessary delay. This calculation is primarily based on the fact that the money is needed here; and in the second place, it is well known in Europe and North America that we have no facilities for retaining a large amount of grain in the country. The international position of all cereals is a strong one; and if the Argentine grower could put his production into elevators, receive a warrant of commercial value and use it as a negotiable instrument, there would be no need to flood consuming markets with grain in quantities which militate against its sale at the intrinsic value. There is no object in laboring the point. Everyone knows the evils of realizing on a glutted market; to say nothing of the difficulties incidental to handling huge masses of grain in a limited space of time, and the certainty of higher freights when the movement is forced into a couple of months in place of being spread over half a year. The agriculturist is helpless. He has no barns in which to store his grain, and he cannot dispense with the cash which that grain represents. The railways do little or nothing to aid him. They increase their deposits at the stations, it is true, but these are most inadequate to the space required; they are by no means ideal as places in which perishable goods can be protected from damage; and last, but not least, the railways, for reasons best known to themselves, refuse to grant receipts for grain in their custody and thereby render it impossible for the farmer to obtain advances against his own property. It is natural to ask why no elevator system exists in this country which would vouchsafe to the Argentine farmer the benefits which have done so much for the cereal industry in other lands. Again the answer must be that for some occult reason the railways are opposed to it.

The grain production of Argentina today is shipped to Europe under the auspices of about half a dozen firms. They enjoy a virtual monopoly, which results in millions of pounds being diverted from the growers' pocket into those of the favored few who exploit the industry and take tithe of all and sundry who are not sufficiently wealthy to market their grain in Buenos Aires or Rosario without financial assistance.

The advantages of the elevators at country stations, linked up with terminals of large capacity, have been pointed out time after time. There is no lack of money for the establishment of such systems; one firm alone of irreproachable credit, having recently offered to expend two millions sterling on the most modern elevators if one of our leading railways would grant the facilities; which facilities would not cost the railway a single centavo, directly or indirectly. Elevators would insure quick dispatch, both at the camp stations and at the terminal. Surely this is worth something to a railway which is in a chronic state of congestion during the early months of the year and loses both money and friends owing to its inability to cope with the rush of traffic. Elevators would save the country millions of dollars in bags alone. It would create a new outlet for European capital in the financing of grain warrants. It would enable Argentina to control consuming markets under certain conditions, in place of being bled at every turn as at present; and it would at one stroke remove the technical disabilities as regards quality, which render grain exporting on a small scale the road to ruin.

Congress recently passed a measure which legitimizes the elevator system with its concomitant of the grain warrant. In spite of this, the principal railways receive the project with ill-concealed hostility; and one of them is endeavoring to perpetuate the present unscientific system of railway storage by means of a company formed within its own borders to monopolize the sheds on its own system.

There must be some reason why the big lines should show themselves antagonistic to the best interests of the country, when by fostering them they also confer vast benefits upon themselves. We shall pursue the subject on another occasion, and hope to find some clue to the mystery before we have finished with it.

New Orleans in December, 1911, exported 33,779.10 bus. of wheat, mostly to Hamburg, 478,756.42 bus. of corn; of wheat 111,348 bus. went to Latin W. I., Central America and Mexico, and 10,444 bus. of oats to the same countries.

W. A. Galbraith, formerly manager of the Farmers' Elevator at Fonda, Iowa, has taken charge of the Neola Elevator at Fonda, succeeding W. H. Nibel, who is now a traveling auditor for the company.

[Special Correspondence.]

## THAT TOLEDO SALVAGE GRAIN CASE.

By E. F. BAKER.

It now seems very probable that the much talked of grain salvage case, recently instituted at Toledo under the pure food and drugs act of the Federal statutes, may not come to trial on the merits of the case, but may be amicably disposed of before the matter comes up for hearing in the courts.

Under the pure food act, products intended for shipment to foreign countries are exempt from the provisions of the statute, provided there is no law against their sale in the country to which they are destined. The law also provides that where seizure is made by the Government, the product may be released upon the filing of a bond satisfactory to the court, providing that said products will not be disposed of in violation of the law of any state in the Union, or the pure food law of the national Government.

This provision for the release of the grain upon the filing of bond is wholly discretionary with the court. If the Government protests against such action, the court may, upon proper showing, refuse to grant a release and order a hearing upon the merits of the case. If, on the other hand, the Government makes no protest, or assents to the making of such an order, while the court still has the discretionary power to refuse to make such an order, its action would be largely influenced by the attitude of the Government, and a release would almost certainly follow. Such an order would mean the final disposition of the case.

In order to ascertain the policy of the Government, Smith & Beckwith, attorneys for the owners of the 10,000 bushels of wheat under seizure, recently held a consultation with the officials of the United States District Attorney's office. The argument is urged on the part of the owners that the Government had never given any notice by bulletin or otherwise of its position that salvage grain came within the provisions of the pure food law, or of its intention to prohibit its sale, and that the owners were dealing in what they had every right to suppose was a legitimate article of commerce, and that it would be unfair to confiscate thousands of dollars worth of property in the hands of innocent holders.

United States District Attorney U. G. Denman said in this connection: "Personally I feel that this is perhaps a correct statement of the situation, but I am acting under instruction from Washington, and I have not heard from the department upon the proposed release." The District Attorney at once took the matter up with the Washington legal department, and has received no information as to the attitude of the Government.

The owners have not yet filed an application for release under bond, but have taken the matter up directly with the office of the Secretary of Agriculture, asking for some disposition of the case upon terms that will not mean the confiscation of the property. They suggest that they be permitted to distill the wheat and sell the denatured alcohol and by-products without hindrance from the Government. Communications along this line to Secretary Wilson have not yet brought a response, but there is a general feeling that it being the first action of the kind instituted under the pure food law, the Government will not act harshly but will suggest some amicable solution of the matter which will work less hardship on the owners.

In the meantime there are no other developments and the case cannot be heard on its merits for some weeks. If the case comes to trial, there will be several very interesting features brought out. Two of the main points of contention will be, in the first place, whether the grain was intended as a stock food at all, and, second, whether if it was it was injurious as a stock food.

Upon the first proposition the owners contend that this particular lot of wheat was never offered for sale at all, but was simply sent to Toledo for the purpose of drying and storing and without definite purpose as to its final disposition. Upon the other proposition, they claim that it is in fact far



better as a stock food than perfect grain, as will be attested by numerous feeders of stock who have tried the experiment.

[Specially Reported.]

### A CO-OPERATIVE CONVENTION.

The Farmers' Grain and Live Stock State Association of Nebraska began a four days' meeting in Omaha, Wednesday evening, January 10. The evening meeting was a joint affair with the Farmers' Congress and the Nebraska Rural Life Commission and was given over to the welcoming addresses and responses. O. G. Smith, president of the Co-operative Association, presided.

Welcoming speeches were made by Acting Mayor Berka of Omaha and David Cole, president of the Commercial Club. Responses were made by T. W. Langdon, vice-president of the Farmers' Co-operative Association, and L. C. Lawson, president of the Farmers' Congress.

M. R. Myers of Chicago quoted statistics on the subject of co-operation.

Prof. George E. Condra of the state university and president of the Nebraska Conservation Congress, advocated the adoption of a "blue sky" law similar to that in operation in Kansas. He said he knew of cases where \$50,000 or more has been taken from single townships during the past year, with nothing to show for the investment. He said the Kansas law had saved the people of that state between \$8,000,000 and \$10,000,000.

Governor Aldrich was to have appeared on the program, but was not able to be present.

At the close of the meeting the following were elected members of a joint resolutions committee: J. S. Canaday, Frank G. Odell, Andrew Young, Jr., F. M. Wescott, E. H. Smith, W. H. Campbell, J. D. Ream and G. E. Condra.

At a subsequent short session of the Nebraska Farmers' Congress the following officers were elected: President, L. C. Lawson of Clarks; first vice-president, J. D. Ream; second vice-president, Frank Tannehill; third vice-president, J. B. Grinnell; secretary and treasurer, M. S. Delano.

A report was read showing that sixteen bills of direct interest to farmers had been passed at the last session of the legislature.

A letter from O. B. Hill of West Virginia, first assistant secretary of the National Farmers' Congress, asked the Nebraska body to go on record as favoring a rigid restriction of immigration and as favoring an unlimited parcels post law.

### THE STATE CONVENTION—THURSDAY.

The Farmers' Co-operative Association put in all of Thursday morning in a business session. Following a vote which favored accepting the invitation of the Live Stock Exchange to take luncheon as the guest of that body on Friday noon, the following were named as members of a credentials committee: J. W. Shorthill of Hampton, E. P. Hubbard of Juniata and E. Gailey.

Treasurer J. S. Canaday's report showed receipts during the year of \$682.76 and expenditures of \$580.35, leaving a balance on hand of \$102.41. The report showed the payment of \$50 to one of the local associations over a law suit.

This brought forth questions from several members and it was explained that the Association had voted at a previous meeting to reimburse Hadar to the extent of \$100 in its law suit. The officers felt in duty bound to do the same by Shelton and Aurora, but payments have been delayed because of a short treasury.

The Hadar case, it was explained, was brought against the Nye-Schneider-Fowler Company under the Nebraska anti-discrimination law. It was lost by the Hadar association. The Shelton association dismissed a similar suit it had brought, when it learned the Hadar verdict. The Aurora suit was one attacking the "maintenance" clause in its constitution and by-laws. The Association won and the plaintiff in the case failed to appeal.

A member asked if a co-operative elevator company is permitted to buy back its own stock. E. P. Hubbard answered that his association at Juniata is now carrying on its books \$25,000 of its own stock.

President Smith stated in answer to another question that co-operative associations cannot reincorporate under the new co-operative corporation law of Nebraska except by a two-thirds vote of its stock holders.

On the request for proposals to amend the by-laws of the state association, E. P. Hubbard offered a resolution changing the method of electing officers. Heretofore one director has been chosen from each congressional district and one at large, making seven in all. This board subsequently elected the officers.

Mr. Hubbard's amendment provides for the election of a president, vice-president and secretary-treasurer by the association, makes them members of the board of directors and provides for two additional directors to be chosen at large, thus cutting the board down to five members. The amendment

was carried without discussion by a viva voce vote. One effort was made to table the amendment, but it was lost.

The following were then elected: J. S. Canaday of Minden, president; E. P. Hubbard of Juniata, vice president; J. W. Shorthill of Hampton, secretary-treasurer; C. J. Peterson of Tekamah and G. F. Briggs of Cook, directors.

Invitations from Omaha and Lincoln were read for the next convention. On a standing vote the number was so overwhelmingly in favor of Omaha that there was no count.

Speaking of the small attendance, E. P. Hubbard said that he came near not coming on account of the cold, as he had to leave his women folks to attend to his chores. This moved E. E. Price of Stockham to move a vote of thanks to the women for remaining at home and doing the work. It was carried unanimously.

### THURSDAY AFTERNOON.

After a business session of the Farmers' Congress, the Farmers' Co-operative Association convened again to set straight some kinks caused by the hasty election of the morning.

J. W. Shorthill tendered his resignation as secretary-treasurer because he did not own stock in his company, being the manager of it. He doubted if a non-stock holding manager had the right to hold office. He was followed by G. F. Briggs, who said that he is in the same fix as Mr. Shorthill.

These resignations precipitated a lively tilt between the managers and those interested purely as stockholders.

S. H. Riker, both a stockholder and a manager, offered an amendment to the constitution, specifically admitting active managers to all the rights and privileges of full membership. The amendment was fiercely attacked, many members urging that the manager has an interest in the co-operative movement only so long as his salary goes on. E. Gailey said that a man who is in a position to be discharged within the next six months should not be elected as an officer.

E. P. Hubbard, also a stockholder and manager, came to the front valiantly for the managers. "The managers are the life blood of your co-operative institutions," he declared. "Take away your managers and you'll be dead as organizations inside of six months."

"What are your directors for?" some one asked him.

"To hire a manager," he answered. "They can't all dip in and run the business. Some one man has got to do it and that man is the manager. I've been up against the proposition of part of my board of directors wanting me to do one thing and part another. I simply went ahead and did the best I could, using my own judgment."

He added that if the convention was so set on upsetting the work of the forenoon he was willing to move a reconsideration of the vote adopting his amendments, which would also carry with it reconsideration of the election of all officers.

It appeared that the Riker motion had precedence, however, so his was withdrawn and not brought up again. The Riker motion was lost by a large majority.

Immediately after this vote speakers suggested that they would like to retain the two disqualified officers and proposed delaying the election until they could qualify by securing stock in their association. Their resignations were unanimously accepted.

During the debate a member of Mr. Shorthill's association transferred a share of stock to him and Mr. Shorthill was unanimously re-elected to the position from which he had just resigned. He said, however, that he was not willing to accept the place, if it was to be on the assumption that as a manager he did not have the same vital interest in the association as a stockholder.

Mr. Briggs said he was then dickering with a man for the purchase of \$1,000 of stock, but refused to qualify for the purpose of being re-elected to the directory of the association.

Hens Selck of Elgin was elected director in his place.

Afterward members of the association made harmony speeches and every one seemed satisfied at the final outcome.

Following this the editors of two co-operative trade papers indulged in a joint debate because J. F. Flemming thought M. R. Myers was trying to "put something across on him."

Peter Krogh, S. H. Riker and E. Gailey were named as additional members of the joint resolutions committee.

### A THEORY OF PRICE CYCLES.

Following this meeting the regular program was taken up in a joint meeting of the allied conventions. Willis Reed of Madison, Neb., delivered an address on "Prices." He said:

"You may embark upon any enterprise or undertaking you please—farming, manufacturing, mining, legitimate trading, or speculating—and yet the price of certain commodities will from time to time force itself upon you, commanding your undivided attention; and, knowing of no other single word

which means so much in the business world, early in life I began a systematic study of it as applied to certain leading commodities, its various ramifications in business, trade and commerce, as well as its political and moral effect upon mankind generally. At first I wanted to know who fixed or made the price, and I came to the conclusion that the price of any article or thing was merely the consensus of opinion from the accumulated wisdom of the country in regard to the available supply and probable demand for that article. As the price advanced or declined, it indicated the surplus or deficit.

"The price is always known in the daily markets. The variation in one locality as compared by another is usually due to the cost of transportation or local causes. The supply and demand is more difficult, and at a later date registers the fact by the cash price. Manipulators may force the price up or down for a short time only; they cannot be successful in so doing for any great length of time; and it is very fortunate that they cannot.

"Our Government publishes statistics informing the public of the supply, but they are very unreliable—gathered at random. Some will think his answer might be used to determine his credit and make the estimate too high, while another may think it will affect his taxes and put it too low. Moreover, the report is too late, so far as the farmer is concerned, to be of any value to him that year, because his crops will have been planted and it will be too late for him to change. He must go on through, even if he does see he is raising a product to market it when prices are tumbling. On the other hand, if the report shows a shortage, it reaches him so late in the season he cannot plant any more for that year and reap the benefit of a larger crop with advancing prices. And from the standpoint of an agriculturist, the weather and season have much to do with the yield.

"A cold, wet April, May, or June most seriously affects the corn, cotton and tobacco crop, reducing the yield. A dry, hot summer injures the growing stalks; floods and early frosts in certain latitudes result in a shorter and inferior crop. You cannot safely rely upon the future price by the number of acres planted, for any and all of the foregoing contingencies have happened, producing disastrous results, and may happen again.

"How frequently I have heard men say, 'If I knew what the price would be next year, I could determine very quickly just what to do and make money.' Are not the farmers at sea as to the future prices of their products? Does not the entire business world depend upon the farmers and their products? Does not a general failure in their line close out the merchant, manufacturer, or bank, throw laboring men out of employment, reduce railway earnings, and cast a gloom over the business world generally? This being true, it seems to me that greater attention should be given of the farmers, their requirements and necessities, since their thrift extends into and permeates all other avenues of our commercial and social problems. This joint meeting and its organizations are to be congratulated for the high and lofty purposes in view, and the people of the Nation in general are to be most highly congratulated for the valuable and able services you are doing for all mankind. It is by co-operation and working in unison that the future efforts may be crowned with the highest success, and which you are striving so earnestly to accomplish—the greatest good to the greatest number, with the least possible injury to any one. It was through the insistence of the great agricultural and live stock men of the Nation that caused the creation of the office of Secretary of Agriculture, through which much good has been accomplished.

"Life is too short to depend upon our own experience. We should profit by the knowledge and experience of others. Almost every advanced scientific thought has been fought and disregarded by a prejudiced world, and it takes a bold and courageous mind who will attempt to penetrate the future and evolve new ideas and harness them in such a manner to admitted facts as to withstand the criticism of the critical public; and yet it is a step that must be taken.

"Aided by that great reasoner and fertile minded genius, Mr. Benner of Ohio, to whom I feel greatly indebted, I propose that the attention of the proper bureau at Washington be called to the fact that the prices of certain commodities advance and decline in the United States with surprising accuracy and certainty in point of time and severity, or cycles, and ask for co-operation and assistance that a rule, or set of rules if need be, be formed and published that we as a Nation may be the better prepared in the future than in the past to know when the prices of certain commodities will advance or decline.

"My research has convinced me that while I may not be able to tell you just what the future will unfold, so far as prices are concerned, it is an iron-clad rule that 'history repeats itself' in prices as surely as the tide upon the ocean shores, and that the supreme Being is in one as much as in the other.



"For about three-quarters of a century, in fact, as far back as I can find reliable statistics of the prices of corn and hogs, the price of each has traveled about together in regular recurring cycles of five and six years, and then repeat, requiring eleven years to complete the cycle. The price would advance three consecutive years, decline two years, advance three years and then decline three, and then repeat, the only exception being found during the severe decline in the price of pig iron, which is found to travel in cycles of advance two years, decline five, advance four years, decline seven, advance three years and decline six years, requiring twenty-seven years for a cycle, and then repeat. For more than fifteen years last past, I have relied upon the foregoing rule and anticipated the future price years in advance, and so stated in several public addresses, and the rule has always held good. While panics reappear every sixteen, eighteen and twenty years, making a cycle of fifty-four years, and then repeat, neither war nor presidential campaigns have changed their course or trend for a century. As a great business barometer, in my opinion every individual of mature years should know these facts that they might make their business arrangements accordingly, and possibly large obligations should not be permitted to fall due during the most severe depressions. And with advance knowledge no one should execute large obligations maturing during those times. Had the farmers had certain information in advance of the panic of 1893, many who lost their homes during those years would have them today, as they would have been too cautious to have borrowed money upon their land for that length of time, or when money was easy have arranged with the lender to have made the loan for a much longer period in the first instance.

"The price of wheat cannot be told in advance by the cycle method. Under the rule stated, and relying solely upon history to repeat itself, I have no hesitation in saying that the average price of corn for the year 1912, as determined by the scale of prices in this country, will be higher than the average price as shown by the market for 1911; that the average price of hogs for the year 1912, as shown by the market in this country, will be higher than for the year 1911; that the average price for corn and hogs will be higher for 1913 than for 1912, the only disturbing factor being that the average price of No. 1 foundry charcoal pig iron in the markets of our country will be lower in the year 1912 than in 1911; that the average price of No. 1 foundry charcoal pig iron in the markets of our country will be lower in the year 1913 than in 1912. Prices will be better for the farmer than the manufacturer.

"The material rise in the price of the products of the farm produce a marked desire to buy and hold farm land, and, if properly understood, should aid greatly in the 'back to the farm' movement, and, since the cities are overcrowded, it seems to me that organizations such as yours and the various periodicals and papers assisting in the welfare of all should investigate the recurrence in the cycle of prices; and if the same conclusion is reached as I have indicated, no efforts should be spared to induce the Government to render some assistance in educating the public upon these matters.

"There are so many ups and downs upon the farm that good times—that is, times when they are sure of making money—that they seem to get only a glimpse of the good times before they are gone. Ancient history records one period of eighty years of good times for agriculturists. Will there ever be a recurrence in this country, and, if so, when? One year out of a series is excessively wet, while one out of an equal number of years is exceedingly dry and seems to be usually followed by a light corn crop of an inferior grade, and an exceedingly cold winter in which the hog crop, from eating bad corn or 'piling up,' or both, produce disease, and the market price of corn and hogs the following year is materially affected; and the price of the finished product must necessarily go higher.

"It is not for the best interests of the entire country that we have phenomenally high prices, nor extremely low ones. In case of extremes in either direction a few will make money, while the great mass of humanity are most injuriously affected, because one extreme generally leads to another; and the less informed, seeing prices advancing, will frequently undertake obligations which they are not able to meet, and especially about the time that the market commences to decline, or sell when it is at the bottom, not realizing that it must in the near future advance. A more even tenor and steady prices are much more beneficial for mankind generally, and are much more necessary for a good, healthy condition in the various avenues of business and trade.

"Education, in its broad sense, and in its proper application to fundamental principles, should be steered in the right direction. If the people were advised, knew and understood that there was such a thing as a reliable cycle of prices, high advance, or extreme decline in the course of years, would in a great measure be discounted and a more even

tenor of the prices of commodities might be expected, thereby producing an extremely healthy condition of business and prosperity throughout the land, not by large profits, but by the certainty of the same, which is a matter of serious consideration for each individual throughout the land. To bring this about it seems to me that an investigation by the proper authority that its authenticity may be sanctioned not only by experience but by theorists as well; and since governments are organized and maintained for the universal benefit of mankind, and while much money has been spent in exploring various theories that the Nation might have the benefit of the results of such research, is not this of sufficient importance to warrant more than a cursory examination of the same? To me it seems that it is and I believe that this gathering of such representative men as comprise your various organizations is the one to take the first step in that direction."

#### THURSDAY EVENING.

F. P. Manchester, secretary of the Omaha Grain Exchange, told the members "What Omaha is doing and will do for farmers as a grain exchange." He said that Omaha wants Nebraska grain and that every facility will be offered by the Exchange for its rapid and profitable handling.

He was asked if the Exchange does not attempt to prevent individual farmers from shipping to the market, and he said that such shipments were not regarded desirable.

Henry W. Yates discussed the topic, "How the Aldrich currency plan will affect the farmer." [This paper is quite lengthy but is good reading, and will be published in the next number.—Ed.]

Frank G. Odell, secretary of the Rural Life Commission, read a paper on the system of co-operative credits in vogue in Germany. He believed the system of co-operative banking in Germany largely responsible for the increased yield per acre of German farms. "In each neighborhood," he said, "the farmers organize a co-operative bank, often conducted in the rear room of a farm house and with but one salaried employe, an accountant. A committee of farmers meets once or twice a week to manage the finances and make the loans. Each member subscribes for stock, paying for it in installments and leaves his savings at the bank. The bank in turn loans the money out in the immediate neighborhood. The result has been to drive out loan sharks, decrease the rates of interest, encourage thrift and stimulate the ownership of land by the occupants of it."

Dr. George R. Virtue of the department of political economy of the University of Nebraska spoke on "Substitutes for the Personal Property Tax."

#### FINAL DAY'S SESSIONS.

The convention went to South Omaha on Friday, where it was escorted through the stock yards and packing houses and later entertained at luncheon by the Live Stock Exchange.

At a joint meeting an address on Denmark and the Danes was given by L. S. Herron of Lincoln; H. F. Bereman of Omaha spoke on "The Rochdale Stores," and T. F. Sturgis of Omaha discussed "German Agriculture."

In a speech reviewing the vicissitudes of the co-operative movement and the successful effort of O. G. Smith as president of the State Association, G. F. Briggs presented Mr. Smith with a fountain pen on behalf of the Association. Mr. Smith replied feelingly. He said he had wanted to get from under for some time, but that he would still be as strong for co-operation as ever.

The following resolutions were read by F. G. Odell and adopted:

First: We desire to express our appreciation of the generous hospitality of the City of Omaha and South Omaha, and the public spirit and efficiency shown by its Commercial Club, through the management of its Bureau of Publicity in the arrangement for this meeting.

Second: We commend the work and efficiency of the legislative committee of the Nebraska Farmers' Congress during the last session of the legislature and recommend the continuance of a permanent legislative committee for the ensuing year, with such suitable provision for the payment of their necessary and legitimate expenses as the funds of this Congress may permit.

Third: At its last annual session this body adopted a resolution demanding direct legislation, specifically endorsing the Skiles-Hatfield bill. This measure having been submitted to vote as a constitutional amendment, providing for the Initiative, the Referendum and the Recall, we hereby reaffirm our endorsement of this measure and urge its adoption by the people of the state.

Fourth: Whereas: After 300 years of the American system of agriculture, in the last fifty years of which millions upon millions of dollars have been expended for higher agricultural education and agricultural experiments, the advance reports of the United States census showing conclusively that the proportion of rural to urban population is decreasing; and

Whereas: The average yields of the great food staples in the United States are only a fraction of the potential possibilities of the soil, as is demonstrated by the much greater yields in leading European countries, followed in those countries by an increase in land ownership and decrease in tenantry, proving conclusively that the care of the land and the contentment of the people so that they will remain on the land are problems which must be solved rightly if the bread-basket of the Nation is to be kept supplied; and

Whereas: Great progress has been made in some of the countries of Europe, and particularly in Germany in the solution of these problems through a system of co-operative agricultural credit; and

Whereas: The International Institute of Agriculture, representative of 49 governments of which the United States is one, has tendered its assistance to the farmers of Nebraska in the study and solution of this problem; therefore, be it

Resolved: That this Congress create a committee of seven to devise and formulate a system of co-operative agricultural credit for the farmers of Nebraska and report upon this plan at the next annual meeting of this body.

#### PARCELS POST.

Fifth: Whereas: The United States has agreements with more than a score of foreign countries permitting packages weighing up to eleven pounds to be mailed at any point in the United States to points on the opposite side of the world at the rate of twelve cents per pound; and

Whereas: The limit for packages of fourth class mail matter between points in the United States is four pounds and the rate sixteen cents per pound, thereby charging the American citizen sixteen cents more for sending a four pound package from his local postoffice to his nearest neighboring postoffice than it charges for the same package to the farthest part of the world; therefore, be it

Resolved: That the Nebraska Farmers' Congress demands that the Senators and Representatives in Congress from the state of Nebraska support a country-wide, unlimited parcels post law that will give to the American citizen the same privilege in trading with his fellow citizens which he now enjoys in his trade relations with foreigners.

#### EDUCATION.

First: We favor the teaching of higher grades in rural schools when demanded until such time as we may secure the consolidation of rural schools, the consolidated schools to be established in the country, and, where possible, to have a high school department offering vocational training, particularly in agriculture, farm mechanics and domestic science.

We disapprove of any scheme of state aid for high schools in cities and towns under the guise of advancing the interests of agriculture through the teaching of agricultural subjects unless the same advantages are offered to the rural schools in encouragement of consolidation which will tend to give to the farmer's child equal advantages with the child of the city, and teach the children of the farm in the terms and amid the surroundings of the life which they are expected to live.

We recognize that the country teachers come in large measure from the high schools of the towns and cities and that their fitness depends largely upon the education which they receive in those schools. Recognizing the dominant nature of agriculture in the social and economic life of Nebraska, we call upon the Department of Public Education to exercise the powers vested in that Department to the end that practical agricultural subjects and vocational training be incorporated in the courses of study of the high schools of the towns and cities, to the end that this teaching force shall be more fully equipped for their important work in the rural school.

We believe that the laws now in force give the Department of Public Education full power to meet this requirement. Should the laws now in force prove insufficient for this purpose, we pledge our aid and influence to such reasonable amendment of these laws as shall accomplish this declared purpose; provided, that equal recognition be given to the consolidation and development of the rural school.

Second: We commend the important and valuable scientific and experimental work done by the University of Nebraska in the interests of the farmer; especially in the School and College of Agriculture and the carrying of popular education to the people through the Department of Agricultural Extension; and we pledge the support and co-operation of this Congress for the University.

Recognizing the imperative necessity of the education of the farmer in the business side of farming, we express our cordial approval and endorsement of the work of the Department of Farm Management of the University of Nebraska.

We realize, however, that the problems arising from the relations between producer and consumer demand more equitable relations, and the education of the farmer in better and more economical methods of distribution. We wish to go on record as believing that this phase of business education is



fully as important and timely as education in better methods of production.

We therefore request of the Chancellor and the Board of Regents of the University of Nebraska that they take such measures as may seem to them proper to establish in connection with the School and the College of Agriculture and with the Departments of Agricultural Extension and Farm Management, divisions for the study of agricultural economics, with special reference to the investigation of conditions under which crops are sold, and methods of practical co-operation among farmers in marketing, distribution, banking and credit.

We further recommend to the authorities of the University that the results of this study be embodied as rapidly as possible in the work of the Department of Agricultural Extension through the medium of bulletins, farmers' institutes and short courses, to the end that practical business education may be disseminated as rapidly and thoroughly as possible among the farming population.

We recognize that in the College of Agriculture more than in any other college of the University, it is imperative that members of the faculty of such college should have a personal acquaintance with people in all parts of the state as well as with climatic and agricultural conditions in all portions of the state, and that such acquaintance cannot be acquired in a few years; and we most strongly urge that a member of the faculty of such college, having acquired such acquaintance, thereby becoming in a much larger measure useful and helpful to the University and to the people of the state, should not be suffered to sever his connection with the University by reason of a tender of an increase in salary by a University in another state.

#### SPECULATIVE INVESTMENTS.

Whereas: A large proportion of the investment propositions now offered to the public are of speculative and doubtful character, absorbing vast amounts of money belonging to uninformed and innocent investors to the serious detriment of every legitimate form of business and industry; and

Whereas: A considerable proportion of these doubtful enterprises are speculative land-selling schemes which cannot be reasonably expected to yield profitable returns upon their fictitious capitalization, which is reflected in corresponding increase in the prices of agricultural lands in sections where permanent agriculture has passed beyond the experimental stage; such speculative and consequent rise in prices imposing an added and unnecessary burden both upon the producer and the consumer and increasing the difficulty of securing a home, therefore, be it

Resolved: That this Congress sets the seal of its disapproval emphatically upon all forms of speculation of this character, and particularly upon such as are based upon speculation in lands which tend to absorb the earnings of Nebraska farmers and reduce our agricultural population, and he it further

Resolved, That the legislative committee of this body be instructed to co-operate with the director of conservation of the state of Nebraska in preparing a bill for introduction at the next session of the legislature providing for registration by authorized officers of the state of all investment concerns seeking to do business in Nebraska and the examination of the business standing and reliability of such concerns and the investments they offer, where such investigation may be required.

#### RURAL LIFE COMMISSION.

The Nebraska Rural Life Commission was created in response to the request of this Congress at its last annual session. We heartily indorse and commend the important work undertaken by this Commission to which we pledge our support and co-operation and we further recommend that this Commission be continued until it shall have opportunity to carry out the important investigations work which it has undertaken in the interests of the state.

#### PUBLICATIONS ON AGRICULTURAL CREDIT AND CO-OPERATION.

Whereas, The investigations now being made by the International Institute of Agriculture with headquarters at Rome, Italy, in relation to the farmers' co-operative organizations in Europe and other parts of the world, especially in Germany, indicate that the experience of German farmers if clearly understood by the American farmer might prove of great value to American agriculture, therefore he it

Resolved, That we favor an adequate appropriation by Congress to cover the expense of publishing the reports of the International Institute of Agriculture in English to the end that they may be distributed among the farmers of this country.

An amendment was adopted to article 2 of the constitution to harmonize with those previously adopted changing the method of elections.

O. G. Smith, A. M. Templin and Mr. Snyder of Plattsmouth were named members of a legislative committee for the year.

Chancellor Avery of the State University delivered an address on "The University and the State."

Charles Adkins, speaker of the Illinois legislature, gave a detailed history of the rise of the co-operative movement. He said that farmers were forced into it by unfair treatment by regular grain

dealers and that obstacles of every character were placed in their path to break up the movement. He related instances where regular elevator men bid so high that farmers' elevators had to close up. He said that a failure among farmers' co-operative companies was hardly ever heard of in Illinois and that the movement has grown to an important influence in the grain world. He told of one concern, which he said is handling 1,000,000 bushels of grain annually.

On account of the cold the convention decided not to hold a Saturday meeting and adjourned sine die.

### RECEIPTS AND SHIPMENTS.

The following are the totals of receipts and shipments of grain at the principal markets for U. S. and Montreal reported by exchange officials and other authorities, as noted:

Receipts—		Shipments—	
Articles.	1911.	1910.	1911.
Wheat, bu. ....	11,088,586	6,723,673	8,980,841
Corn, bu. ....	14,482,742	10,428,779	11,382,548
Oats, bu. ....	3,170,477	3,273,451	2,206
Barley, bu. ....	30,487	25,391	.....
Rye, bu. ....	666,258	542,601	.....
Timothy seed, bu. ....	28,707	40,070	1,905
Clover seed, bu. ....	13,021	21,635	892
Hay, tons ....	70,326	60,050	13,079
Flour, bbls. ....	2,276,047	2,212,487	992,486

**BUFFALO, N. Y.**—Statement by Buffalo Commercial of Dec. 22, receipts by lake only.

Receipts—		Shipments—	
Articles.	1911.	1910.	1911.
Wheat, bu. ....	67,495,526	50,450,911	.....
Corn, bu. ....	30,384,745	22,992,368	.....
Oats, bu. ....	9,501,000	12,366,891	.....
Barley, bu. ....	9,349,412	11,207,763	.....
Rye, bu. ....	690,693	336,471	.....
Flour, bbls. ....	7,054,640	7,231,580	.....

Following are the grand total comparisons of all grain receipts:

	1911	1910
1911 .....	35,273,200	.....
1910 .....	36,157,900	.....
1909 .....	39,481,460	.....

Receipts compared by decennial years—

	Grain, bus.	Flour, bus.
1836 .....	543,401	1,239,351
1846 .....	6,491,522	13,368,167
1856 .....	20,123,567	25,753,907
1866 .....	51,820,242	58,388,087
1876 .....	44,207,121	48,184,036
1886 .....	72,349,236	94,858,931
1896 .....	163,025,324	214,878,284
1906 .....	120,397,163	171,794,083

Aggregate receipts by Decades compared—		
1836-45, inc.—10 years.....	14,368,908	41,851,483
1846-55, inc.—10 years.....	113,766,005	174,717,237
1856-65, inc.—10 years.....	344,213,324	442,390,308
1866-75, inc.—10 years.....	507,157,199	571,255,254
1876-85, inc.—10 years.....	646,897,500	720,690,100
1886-95, inc.—10 years.....	909,770,131	1,393,073,318
1896-05, inc.—10 years.....	1,442,341,287	1,964,439,092

**BOSTON, MASS.**—Reported by Jas. A. McKibben, Secretary of the Chamber of Commerce.

Receipts—		Shipments—	
Articles.	1911.	1910.	1911.
Flour, bbls. ....	1,852,145	1,917,971	574,266
Wheat, bu. ....	9,205,777	5,707,404	8,891,105
Corn, bu. ....	6,665,785	3,424,452	6,445,470
Oats, bu. ....	4,420,539	4,306,794	119,111
Rye, bu. ....	40,605	58,632	6,488
Barley, bu. ....	47,554	169,713	25,149
Flaxseed, bu. ....	.....	2,780	.....
Peas, bu. ....	46,928	49,067	1,800
Millfeed, tons ....	11,252	18,874	2,772
Corn meal, bbls. ....	35,770	26,090	22,079
Oatmeal, cases ....	181,738	481,371	139,493
Oatmeal, sacks ....	221,210	170,292	145,311
Hay, tons ....	172,180	142,500	39,600

**CHICAGO, ILL.**—Reported by Geo. F. Stone, Secretary of the Board of Trade.

Receipts—		Shipments—	
Articles.	1911.	1910.	1911.
Wheat, bu. ....	37,118,100	27,540,100	23,339,500
Corn, bu. ....	108,550,500	102,592,850	87,930,600
Oats, bu. ....	94,099,800	101,859,000	77,428,500
Barley, bu. ....	23,342,100	25,685,000	5,892,000
Rye, bu. ....	1,790,200	1,153,500	823,500
Timothy s'd, lbs. ....	22,752,100	34,298,300	20,371,500
Clover seed, lbs. ....	3,831,400	5,759,700	2,780,600
Other grass seed, lbs. ....	11,060,600	26,085,600	13,812,100
Flaxseed, bu. ....	959,500	1,388,300	165,600
Broom corn, lbs. ....	13,758,700	15,010,900	12,331,800
Hay, tons ....	283,979	272,754	18,632
Flour, bbls. ....	5,859,396	8,006,283	5,781,092

**DETROIT, MICH.**—Reported by F. W. Waring, Secretary of the Board of Trade.

Receipts—		Shipments—	
Articles.	1911.	1910.	1911.
Wheat, bu. ....	2,864,836	2,091,314	263,070
Corn, bu. ....	4,103,536	3,076,009	2,322,497
Oats, bu. ....	3,182,813	2,967,580	275,355
Barley, bu. ....	530,729	400,158	3,316
Rye, bu. ....	254,462	267,438	1,338,820
Total grain ....	10,936,376	8,802,499	3,000,058
Flour, bbls. ....	281,541	257,537	225,124

**DULUTH, MINN.**—Reported by Chas. F. MacDonald, Secretary of the Board of Trade.

Receipts—		Shipments—	
Articles.	1911.	1910.	1911.
Wheat, bu. ....	34,909,543	34,278,377	28,191,754
Corn, bu. ....	1,659,258	698,121	1,697,450
Oats, bu. ....	4,647,728	6,267,389	4,318,950
Barley, bu. ....	6,430,883	10,764,542	6,446,208
Rye, bu. ....	704,346	342,958	609,284
Flaxseed, bu. ....	6,002,237	3,855,180	5,383,654
Flour, bbls. ....	4,235,970	4,716,740	4,978,165
Flour prod. ....	730,845	784,790	.....

**KANSAS CITY, MO.**—Reported by E. D. Bigelow, Secretary of the Board of Trade.

Receipts—		Shipments—	
Articles.	1911.	1910.	1911.
Wheat, bu. ....	25,701,600	43,527,700	17,890,000
Corn, bu. ....	16,934,400	17,619,400	14,075,600
Oats, bu. ....	6,230,500	5,451,500	4,576,200
Barley, bu. ....	392,000	394,200	375,200
Rye, bu. ....	74,700	79,200	70,400
Kaffir corn, cars. ....	1,508	1,070	1,354
Flaxseed, bu. ....	16,000	15,000	3,000
Bran, tons ....	11,080	11,620	61,900
Hay, tons ....	278,868	301,488	83,424
Flour, bbls. ....	157,000	120,750	1,515,500

**MILWAUKEE, WIS.**—Reported by H. A. Plumb, Secretary of the Chamber of Commerce.

Receipts—		Shipments—	
Articles.	1911.	1910.	1911.
Wheat, bu. ....	8,662,700	10,313,810	5,413,057
Corn, bu. ....	8,106,490	8,150,680	7,631,123
Oats, bu. ....	12,452,704	13,204,050	11,988,085
Barley, bu. ....	13,444,656	14,635,293	6,186,619
Rye, bu. ....	2,072,640	926,730	1,566,516
Flaxseed, bu. ....	140,400	301,200	.....
Hay, tons ....	43,808	33,192	6,318
Flour, bbls. ....	3,322,783	3,143,695	3,553,178

**MINNEAPOLIS, MINN.**—Reported by H. W. Moore, Statistician of the Chamber of Commerce.

Receipts—		Shipments—	
Articles.	1911.	1910.	1911.
Wheat, bu. ....	97,143,920	99,721,600	23,384,640
Corn, bu. ....	7,497,550	9,744,090	4,235,520
Oats, bu. ....	11,438,900	19,539,740	10,140,990
Barley, bu. ....	21,664,440	21,972,420	18,028,960
Rye, bu. ....	2,373,050	1,847,140	943,180
Flaxseed, bu. ....	6,506,740	7,749,790	1,088,520
Hay, tons ....	58,390	46,330	24,010
Flour, bbls. ....	396,212	318,033	15,501,230

**MONTREAL, QUE.**—Reported by Geo. Hadrihl, Secretary of the Board of Trade.

Receipts—		Shipments—	
Articles.	1911.	1910.	1911.
Wheat, bu. ....	23,735,162	25,054,949	17,752,623
Corn, bu. ....	6,325,112	3,594,451	6,021,829
Oats, bu. ....	10,150,699	8,778,397	7,079,842
Barley, bu. ....	1,229,015	1,557,500	92,883
Rye, bu. ....	5,190	5,432	.....
Flaxseed, bu. ....	438,612	487,009	940
Flour, sacks ....	2,431,194	2,305,392	3,521,140

**NEW YORK.**—Reported by H. Heinzer, Statistician of the Produce Exchange.

Receipts—		Exports—	
Articles.	1911.	1910.	1911.
Wheat, bu. ....	28,406,400	16,413,300	20,571,965
Corn, bu. ....	16,061,358	12,285,500	12,085,979
Oats, bu. ....	24,650,510	23,115,225	433,893
Barley, bu. ....	3,888,717	2,047,743	.....
Rye, bu. ....	301,997	287,788	.....
Peas, bu. ....	296,153	258,775	112,663
Corn meal, bbls. ....	726,765	682,326	173,183
Flour, bbls. ....	8,304,331	8,098,007	3,507,628

**NEW ORLEANS, LA.**—Reported by H. S. Herring, Secretary of the Board of Trade.

Receipts—		Shipments—	
Articles.	1911.	1910.	1911.
Wheat, bu. ....	636,000	176,000	602,417
Corn, bu. ....	7,164,553	9,947,000	5,793,673
Oats, bu. ....	1,884,595	1,885,000	121,804
Flour, bbls. ....	1,385,352	934,543	769,390

**OMAHA, NEBR.**—Reported by F. P. Manchester, Secretary of the Omaha Grain Exchange.

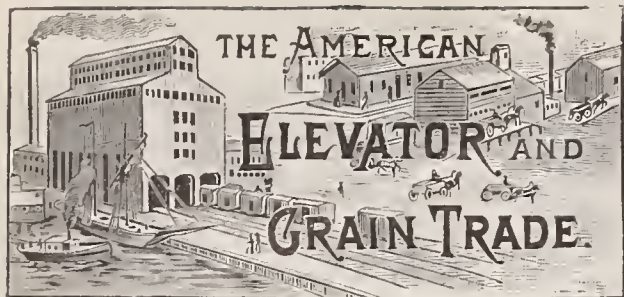
Receipts—		Shipments—	
Articles.	1910.	1911.	1910.
Wheat, bu. ....	9,124,800	12,124,800	5,202,000
Corn, bu. ....	23,429,400	19,282,800	19,707,000
Oats, bu. ....	9,942,000	9,052,500	8,098,500
Barley, bu. ....	662,200	4,723,600	206,000
Rye, bu. ....	195,700	97,900	168,000
Total .....	43,354,100	45,281,600	33,381,500

**PEORIA, ILL.**—Reported by John R. Lofgren, Secretary of the Board of Trade.

Receipts—		Shipments—	
Articles.	1911.	1910.	1911.
Wheat, bu. ....	55,433	59,000	53,000
Corn, bu. ....	1,944,158	2,089,140	1,931,978
Oats, bu. ....	466,200	724,382	699,032
Barley, bu. ....	243,160	350,400	58,071
Rye, bu. ....	47,300	18,600	9,700
Millfeed, tons ....	3,793	3,277	6,664
Spirits and liquor, bbls. ....	12,514	10,546	58,816
Syrup glucose ....	1,700	4,300	7,140
Seeds, lbs. ....	30,000	120,000	90,000
Broom corn, lbs. ....	.....	90,000	58,300
Hay, tons ....	2,736	3,760	1,054
Flour, bbls. ....	244,350	217,588	202,729

**PHILADELPHIA, PA.**—Reported by Frank E. Marshall, Secretary of the Commercial Exchange.





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### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon applications.

### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, JANUARY 15, 1912.

Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

### PLENTY OF ROOM FOR ALL.

Is not Mr. Prinz, in his criticism of the current movement to increase the farmer's interest in and knowledge of his own business, quoted from the "American Brewer's Review," page 398, laboring under a misapprehension? It is true enough that money for the work of crop improvement must be raised and that some persons must be paid for their services in trying to bring about that consummation; but it does not follow on that account that the men who collect the money or those who are paid salaries, are content that that shall be all there is in it or that their work is ineffective. Mr. Prinz' criticism, indeed, is rather strained, when his own proposal of a proper procedure to the same end is substantially the same as the plan of campaign he criticises, except that the figurehead of Mr. Prinz' scheme is a scientific committee of whom the general farming public has heard nothing and with whom the brewers themselves are apparently not wholly content, as may be fairly said in view of the latter's generous contribution to the work of the Crop Improvement Committee. Mr. Prinz, we are assured, is quite as much in earnest to see better barley, in quantity and quality, as any one; and others are quite sincere as he. Why, then, quarrel with any form that this "better crops" movement takes? The labors of all who are now engaged in it, whatever their way of going at it, are none too multifarious to bring about the results sought. The American farmer is not a peasant, thank God; but he has all the prejudices, the ignorances and the obstinacy of the man who lives apart and "far from the maddening crowd;" and it will take long years of education to make him

the truly "efficient man" he must become if we are all to be fed. There's room for all who would labor to that end.

### BALTIMORE'S POSITION.

One of the criticisms of the Baltimore market is that it has a double set of inspection rules. Baltimore, strangely enough to the Western mind that had not cogitated the situation to a finality, has considered the fact complained of one of the fetching inducements of the market, because it has been the Baltimore receivers' belief that it might be deemed an advantage to the shipper to designate under which rules he would prefer to have his grain inspected—the Uniform Grade Rules, with its maximum of 19% of moisture in corn, or the old rule of "cool and sweet" and "reasonably clean," etc. Well, on second thought, then, perhaps that is not so bad as it might be; certainly the double rules entail no hardship when the shipper understands he has a choice in the matter, a fact which, as it seems, a good many shippers in the West appear to have overlooked.

As to other matters complained of by the West, the report of Mr. Riley of his visit to the "Monument City" (which should be carefully studied) is sufficiently explicit, even if his mission were not entirely satisfactory to himself as emissary of the Western interests. The general criticism to be made is the one that Baltimore practice as to drying corn to grade contract is not definite and leaves loop-holes for unfairness were there a disposition to treat unfairly the far-away owner of wet corn. When a man knows exactly what to expect in any kind of transaction, he can refuse to trade or he can adjust himself to the conditions; but the Baltimore practice seems to leave the corn drying proposition too uncertain to be satisfactory; and complaints will continue until shippers do know positively what they must expect when they have corn that must be dried to grade.

### THE INSPECTION FEES.

The Supreme Court's decision in the action entitled Board of Trade vs. Cowen, in which the Board endeavored, in the interest of the grain shipping public, to set aside the law of the last legislature that specifically requires the fees of the inspection department to be paid into the state treasury and the expenses met by an appropriation from the treasury, was adverse to the Board and the public. Very broadly stated the position taken by the Board was that under the inspection act the fees do not properly belong to the state treasury, but to the department; and, secondly, that the new law amends the inspection act, in fact, but without so stating in the caption of the act, a fatal constitution defect. But both points are swept aside—the first, because, seeing the officials earning the fees are under control of the state, their earnings must necessarily belong to the state; and, secondly, the new act is held not to be amendatory of the inspection act. With the main point in the issue, that the legislature has appropriated too small a sum to pay the expense of the service, the court says it has nothing to do—it has no control in that respect over the legislative action.

The situation is most unfortunate, and the fu-

ture does not promise much hope of betterment. So long as the legislators control the department's purse, although they are reckless squanderers of money in many useless directions, this peculiar service is not likely to meet with their appreciation in the matter of funds. Already Inspector Cowen anticipates the necessity of returning to the old and less satisfactory system of "track inspection," since indoor inspection is the more expensive; and thus in "one fell swoop" the trade may see all the betterments of recent years under Mr. Cowen swept away, just at a time when, after long years of struggle toward the best in grain inspection that is known to the trade, Illinois inspection had come to be recognized as generally satisfactory to all concerned.

The thing to do now is to agitate for a change of the law to enable the department to accumulate funds "against a rainy day," as it has in the past and as the same department of public service in Minnesota is able to do and the service be made independent of the state treasury. As it is, Illinois is now in the position of Kansas and Wisconsin, whose inspection departments, run on funds niggardly doled out, are of a kind none in the trade has much respect for.

### THE MIDDLEMAN.

Sec'y Wilson in his annual report contributes to the perennial discussion of the "middleman" and his ways—of evil, if we are to believe the Secretary whose indictment of the men who handle farm produce between the farmer and the consumer he no doubt considers a fair and a true bill. Apparently there is a wide difference between the farm and the retailer's prices: the spread may be more apparent than real, when one considers how many inevitable handlings butter, eggs, poultry, etc., must pass through after they leave the farm before they pass to the eater's table. Men naturally complain of the discrepancy noted, but unless the farmer and the housewife can be brought into direct contact, as has happened recently at Des Moines and at Mishawaka, Ind., where at public markets the women bought out of the farmers' wagons, the elimination of the middleman complained of would bring chaos to the regularity of urban food supplies.

It is, however, a notable and a significant fact that the difference between the prices paid to the farmer and by the consumer of grain is less than of any other food product one can name, when that product passes through an equal or even less number of hands; and there can be no hesitation in saying dogmatically that this fact is due to the facility with which speculation in grain can be carried on. Speculation, as Prof. Taussig of Harvard College says in his recently published "Principles of Economics," "tends to make the daily market prices conform to the seasonal price" and to make the latter "price such that the whole seasonal supply is disposed of;" and he cites the evening of prices throughout the year of such commodities as may be held in storage that the surplus of one season may be held for consumption out of season, as grain is held from season to out of season; and in these days of much soggy corn and immature wheat, the carrying over of



the "bread grains" is almost as serious a problem as the cold storage men have with perishable produce.

But with produce it is different. There are not great exchanges where the public may speculate with produce as it may with grain and cotton, and it naturally follows that the competing middlemen being reduced in number the margins at each remove from the farm widen. Frequently one handler absorbs all that margin, as not infrequently a miller might who bought wheat from the farmer directly and sold his flour in an artificially controlled market. The spread may not be quite unfair; but in the case of produce, as has been seen, the total difference is inordinately swelled by margins that are larger than they would be were the competition at every stage of the movement of produce as free and as unrestrainable as it is in the movement of grain.

#### TRANSIT ELEVATOR OPPORTUNITIES.

The building of a transit elevator at Lima, Ohio, suggests the possibility of other houses of like nature at similar railway centers in other parts of the corn belt as opportunities for business that seems to be growing out of the apparently permanent call for corn driers to condition corn for early shipment after harvest. Whether it is true or not in fact (and we think it is not), not a few elevator men seem to have come to the conclusion that drying corn at the small country elevator is not practical; hence their belief that there must be drying houses erected at convenient locations to take this moisture-laden corn and dry it in transit, either as owners or for the owners, and forward it under the transit privilege rules in condition to make longer trips and to withstand the effects of the delays that so frequently occur. The difficulties in the way of drying corn at home are not so insuperable as many in the country seem to think they are, especially if the art of cooling dried corn is carefully studied and worked out; but so long as dealers do not attempt to dry their grain it might be a profitable business for others to erect the class of houses spoken of to dry the corn nearer to the place of its origin than to send it long distances, at the end of which it must be dried at greater cost, including freight on the water removed.

#### NEWSPAPER PRICE QUOTATIONS.

Sec'y Riddle of the Northwestern Ohio Association put on his program of January 5 a topic for discussion that has great possibilities, to-wit: "Local newspaper market quotations: eliminate or make reliable."

On former occasions, before the association managers began generally to take into their confidence the local newspaper men, as most of them do now and as the Northwestern Association unreservedly does on all occasions, this paper always urged entire frankness with the local papers, and the value of explaining to them the occult matters of the trade rather than leaving them to guess at the facts or to accept as truth the misrepresentations of other parties not friendly to the trade or as ignorant as themselves. Having had experience as a "cub" on a country paper, the writer under-

stands that now, far more than thirty years ago, in treating with his kind, the cubs of today, the grain man would find the truth properly told always safer than any subterfuges can possibly be.

This matter of market quotations is peculiarly one that needs the watchful management of the local dealers to put the reporter who "wants the market" in the way to print quotations that are in fact truthful quotations. Needless to say, this is not always entirely easy; certainly never so simple that the dealer should himself ever neglect to attend to giving out the information to the local press. Most country dailies quote as "the markets" the speculative prices sent to them by the Associated Press or as they get them from the blackboards of the local branch offices of Chicago commission houses, and rarely are the prices of cash grain obtained from the local dealer. Very rarely are their readers informed of the conditions surrounding the marketing of cash grain that so profoundly affect the price, simply because the reporters don't themselves know.

All this business, therefore, should be attended to personally by local dealers, each for himself; and no one but he who has gone through the experience can know so well the value to a grain man's business of paying some courteous attention to the cub reporter, such as putting him in the way of an item or giving him a hint for an article that can be worked up with "local color," and so on. Try it for yourself, reader, and make the young reporter your friend, and see what you can do for your business in that way and not half try.

#### EMPLOYERS' LIABILITY.

With the opening of another calendar year, elevator operators in certain states find the new laws becoming operative on January 1 are increasing the risks of their business, notably in the direction of the casualty hazards of machinery and to employes. In Ohio a new law, while increasing the responsibilities of employers generally, has also increased the previous burden on owners of steam engines of requiring a licensed engineer by making it now necessary for all operators of 30-horsepower and upwards to also have their engines inspected by the state official, or in lieu thereof their insurance by a casualty company which will of course make such inspection on its own account. As the annual premiums for the casualty insurance—in the mutuals, at any rate, which are taking such risks—is less than the state fee for boiler inspection alone, quite naturally elevator men are taking out this kind of insurance in the mutual companies.

The Ohio law is having another effect, in that gas, gasoline and kerosene engines are being substituted for steam power, both on account of the reduction of accident liability and because the latter fuels, especially the low grade kerosene now in use, are so much less expensive than coal in any form.

Without going further into particulars, the operators of all machinery must face the proposition that the old maxims of "fellow servant," "contributory negligence," etc., in accident cases, are fast being set aside and the former

decisions as precedents nullified by statutory enactments; and our readers should all familiarize themselves with the laws of their several states on this subject, and protect themselves as need be.

#### OVERCHARGES MUST BE REFUNDED.

The Commerce Commission in ruling on the matter of overcharges (Interstate Grain Co. vs. C. & N. W. Ry. Co.) has laid down the rule that an overcharge is as serious a violation of the law as a rebate, and that in case of neglect to refund promptly, the offending carrier is liable to prosecution the same as if the offense had been a rebate. Upon this point the decision reads:

The Commission has assumed that such overcharges generally arose out of the carelessness of some clerk and that refund would promptly be made upon the attention of the carrier being drawn to the violation of the law of which it was guilty. This assumption, however, has evidently been construed by the carriers into a declaration that this provision of the law would not be forced by indictment. Such a conclusion is not justified. We shall hereafter expect that whenever a formal or informal complaint is submitted to a carrier it shall make answer at once, admitting whatever overcharge has been made and give evidence that refund has been effected. In the event that this course is not taken the Commission will ask for the indictment of the guilty carrier.

This decision will settle the status of numerous complaints now before the Commission and is notice to the public of their rights in the future; but as in the case of other claims shippers must be prepared, by making careful record of all the details of loading and despatching a shipment, to *prove* the truth and justice of the claim or complaint.

#### TRANSFER ELEVATORS EQUALIZED.

W. H. Suffern of Decatur, Ill., who has fought out to a successful finish for himself before the Commerce Commission the principle that all transfer elevators are entitled to the "allowance" which the U. S. Supreme Court held was properly payable to the Peavy houses at Omaha, etc., under their contract with the U. P. R. R. Co., has done something that is likely to have an important bearing on the grain trade in the future. Since the Commission's ruling in favor of all houses rendering transfer service, Mr. Suffern, through C. A. Burks, has begun the organization of a company to erect a large transfer house at Decatur to make that point an assembling station for the purchase and treatment of grain under the transit privileges; and elsewhere in these columns is mentioned the beginning of a similar prospect at Lima, Ohio, which also will be entitled to the same allowances. So there really is no limit to the opportunities that have been created by this ruling, as well as are called for by the needs of the drier in central locations. The ruling that all transfer houses are entitled to the "allowance" has put all houses, large and small, on the same level, equalized their privileges in the same way that the abolition of the "allowance" would have done—except that the railroads now "pay the freight" and buyers of grain who are also elevator operators have a slight advantage over those who are not, in that the operators may earn a small profit handling their own grain.



## EDITORIAL MENTION

Let us hope the "scrap" among the telegraph companies will result in lower rates and still better service.

Shippers of corn to the Seaboard will find Sec'y Riley's report on conditions there—drying practice and discounts—worth the most careful attention and study.

The list of recent purchases of Hess driers, printed on another page, would seem to indicate that Iowa at least has graduated from the Missouri class on this question.

The Council of Grain Exchanges continues to grow in consequence as its membership enlarges, and the annual meeting of January 18 and 19 promises to be one of considerable importance to the grain business generally.

The National Industrial Traffic League will hold its annual meeting at Chicago, beginning on March 14. The influence of the Panama Canal on American domestic, as well as on foreign, freight rates will be a leading topic.

When men travel two hundred miles more or less in a 10-below temperature to attend a trade meeting of one day's duration, like that at Lima on January 5, there must be something behind the association or "something doing" in the neighborhood.

Buying on grade strictly, when one's competitors buy "corn," is not always pleasant business in the country; but the men who do it, like the Wayne Bros., at Delavan, and others elsewhere, ought to be commended as pioneers of an educational movement that means as much in the end for the farmer as it does for themselves.

The condemnation of more than a million carcasses of food animals by Government inspectors, about one-fiftieth part of all those inspected, as unfit for food, showing the presence of tuberculosis, goes to explain in part why the price of meat is high. The pure food laws cannot be expected to do their perfect work without expense to consumers.

Damage of about \$5,000 to the Board of Trade building, Chicago, and its tenants, has revived interest in the prospect of a new and modern building for the great exchange. Probably a plan that would give the Board the cream and not to the real estate promoters who planned the deal of two years ago, might meet with more general approval now.

Sec'y Wilson's acceptance of the Census acreages of crops of 1909 as the basis of a readjustment of acreages in 1911, has somewhat reduced the totals of grain in the final estimates of the 1911 crops, somewhat disconcerting speculators who had been relying on something else. But the disarrangement was but temporary at most; and the trade has the assurance that hereafter, as a 5-year census of acreage will be taken in the future, the Bureau of Statistics will have no excuse for getting so far away

from acreage truth and accurate totals in its guesses as has been the rule in the past.

A Dutch architect traveling in this country, contemplating the American grain elevator, has been pleased to declare his belief that the day will come when the country's elevators will be beautiful as well as useful. To some Mr. Berlage's optimism will have a far-away reach; but why? With so plastic a material as concrete, there is, as he has truly pointed out, "no reason why a high grain elevator should not be made a thing of beauty."

The resignation of A. E. Schuyber as first assistant to Weighmaster Foss at Chicago to go into business, removes from the service one of the most efficient men of the department and a man whom every one having business with that office will greatly miss, both because he has been a model official and because his genial and kindly nature makes him one whom to do any business with or to meet casual is a personal privilege.

The pure seed laws are only about fifteen in number, but they are divergent enough to make the business of the seedsman no easy one to comply with their terms; while some of these laws are shining examples of the American habit of trusting its law making to the most inexperienced and the least educated (technically) of its people; so that the quality of many of our laws does no credit to the statute books nor conduces to the moral progress of the governed.

The California threat to boycott Utah alfalfa seed on account of weevil is indeed very far fetched, seeing that weevil is not distributed by means of the seed but in the hay or by means of railway cars passing through infected territory. What is needed in such an emergency as now obtains in Utah is not ignorant blustering and mean attacks but recognition of facts and a procedure in accordance with fact and in the spirit of neighborliness to abate the evil, such as it may be.

The courts have never encouraged lying in the making of commercial bargains, although the legal verbiage usually eschews this good old English word. Perhaps that is why men now and then are misled into the belief that lying while making a bargain is safe—like the man who told the Page (N. D.) Farmers' Elevator Co. that he would sell to them his elevator for the same amount he paid for it, to wit, \$6,100, and who later on, when the farmers convinced the court that he had paid only \$5,000, found the court instructing the jury to make the seller refund \$1,000.

Far be it from our purpose to intervene in this controversy between the Corn Products Refining Company and Pure Food Tsar Wiley as to what constitutes mince meat. It is now some hundreds of years since mince meat became a more or less delightful mystery engaging the concern of the occidental if not universal mind; but in the interests of the typical product of the corn belt, one can but enter a protest that Dr. Wiley and his Board should place corn starch and corn syrup upon the *index prohibitorius* of things mincey with not one work of similar purport as to corn juice in the shape of

spirit frumentum. Why this offensive discrimination?

Sec'y Ball of the Crop Improvement Committee has prepared a striking "Test Your Seed Corn" postal card, which he will supply to the trade for private use at 1c each, or will on receipt of a list of names mail for dealers from his own office at the rate of 2c each. The condition of seed corn everywhere this winter is so very serious that this form of hint, as well as every other one that is likely to awaken the corn farmer to the seriousness of conditions, cannot be too strongly urged upon country grain dealers, whose future business depends so much on a revival of corn growing of the right sort.

The criticism of Mr. Prinz, quoted elsewhere in these pages, that the "agricultural trains" do not meet nor their lecturers talk to farmers on their travels, is the first time in the history of that form of agricultural propaganda that such an objection has been raised. Mr. Prinz talks from experience, he says; but one is sure he must have been unfortunate, as the universal testimony from New England to the far Southwest and Northwest has been that nothing in the "better agriculture" movement has been quite equal to the train service in awakening the farmers' interest in this great work of better crops and more of them.

The tenth annual dinner of the Chicago Board of Trade to the Weighing Department at the Hotel Sherman on December 16 was another of those very enjoyable functions that have done so much in the past to increase the *esprit de corps* and the efficiency of a department that in ten years has come to be recognized as the model grain weighing department of the world. The notable address of the evening was that of Mr. H. N. Sager, former president of the Board, who in a characteristic manner, calmly and with serene dignity, albeit without sparing the lash for the niggardliness complained of, demolished the criticism that had been made by some members of the Board, that the annual function "is a useless expense."

The reopening of the milling-in-transit questions by the Commerce Commission at Washington on January 29, is an event in transportation of very great importance, affecting, as it will, many lines of business other than those of the grain man and the miller. The transit privilege, as all know, is of immense value, enabling the grain man to stop and clean, dry and blend grain or mill it in transit anywhere between points of origin and destination without losing the advantage of the through rate; but men are selfish and short-sighted, willing to lose tomorrow's good for a presumably greater good of today, and the privilege has therefore been greatly abused. The problem is now, as it has always been, how to maintain the benefits of the system for the honest and well-intentioned men in all lines of industry affected by transit and at the same time put a curb on the "hawks" and the tricksters who are never quite willing to abide by the conditions that must surround such a privilege. These are the questions the hearing, beginning on January 29, will consider; and men from all parts of the country where tran-



sit obtains, will be present to thrash out the question to a finish.

H. S. Grimes has taken to himself a partner to relieve him of some of the cares of a growing business. Happy partner whose lines have fallen in such pleasant places.

Sec'y Dunn of the Iowa farmers' co-operative association is said to be holding his local meetings behind closed doors. As Mr. Dunn confesses to some talent as an orator, perhaps he also puts the key into his pocket.

Senator Jeff. Davis of Arkansas, is father to a new "anti-futures" bill in the U. S. Senate. If the Senator's bite in this case should prove as serious as his bark, the exchanges may expect to shut up; but the bill is likely to be all "punk" for consumption in the Ozarks.

Feeders up north are beginning to talk about the danger to stock of moldy and wormy corn, just as the Southern man does, and to attribute hog cholera to the immature grain. This does not comport with the experiment station reports on feeding immature corn to beef cattle; and so another question is handed the stations for elimination.

In December only 39 out of 7,016 cars of corn graded No. 2 at Chicago, and only 13% No. 3, against 25.5% last year. No doubt this falling off in the quality of the corn was due largely to weather conditions; but it is nevertheless true that the "new fangled" types of corn must not be grown for shipping purposes if the trade expects to go on doing business with new corn through the early fall and winter.

The Chronicle of Montreal, in a recent number, in discussing the "moral hazard" involved in the vast fire waste on this American continent, points out that this hazard is not necessarily one involving arson, but rather it is one that obtains from the lack of care of premises which a man comes naturally enough to show when the property is unprofitable. Premises that pay seldom burn, or else burn in spite of the owner's precautions against fire. If then, insurance companies could employ good "business engineers" to show owners of decaying businesses how to revive them to a paying basis, 95% of the "moral hazard" would be eliminated.

The conflict of jurisdiction between the Commerce Commission and the Court of Commerce has gone to the Supreme Court; and if that body follows its own precedents the Court will "get a fall" in its action in rejecting the Commission's finding of facts in the long-and-short-haul (intermountain) rate case, when it recently suspended the Commission's order to reduce rates. The Supreme Court has always held that the Commission's finding of facts is final, and its orders could be set aside only on points of law. The new court has not met with much favor, although it was one of the President's pet measures; and as it seems to be running amuck with the Commerce Commission's decisions and findings, there is a strong sentiment, in the West, at least, that the court would be most useful if abolished. Certainly

its jurisdiction and powers will have to be more clearly defined than the law now defines them if shippers and carriers alike are going to know where they stand.

Mr. Willet's remarks on slovenliness are not confined in their applicability to the South; nor was Sec'y Reddle's exclamation that some men handling grain in northwestern Ohio ought really to be railroad section hands true of that section only. The two men are themselves so successful in their own business that they have the right to tell their neighbors that slovenliness is the curse of business and is the secret of so many failures where hard and honest work ought to yield abundant success, but do not.

Premier Borden of Canada is bound to have the "grain problem" on his hands "good and plenty" this winter. What with the sharp demand from Ontario and the West for that government ownership of the great elevators at head of the lakes he promised during the campaign, and for a new outlet for Western grain into or through the United States, there will also be the still more vexations, because personally insistent, question, why can't the Manitoba Elevator Commission be made to guarantee the farmers' grain weights from the wagon to the head of the lakes? What good is a "government" that has the same faults the private operators have and some others the latter have not?

The Chicago Board of Trade is fortunate in its servants, its employees, several of whom have been with it and in its service for so many years that they seem to be a part of its structure and substance—who in their persons seem to embody and portray its highest ideals—men to whom all the world looks as upon archetypes, as it were. No need to name them here or now; but it is not illfitting to say in passing that B. Frank Howard, editor of the Chicago Daily Bulletin, the Board's official price current, has just begun his fiftieth year of service as a member of and exponent of the Board's activities from the statistical side, and to stop to congratulate him and the Board that the swiftly passing years still find him pursuing his useful way unwearied and with old-time spirit and faithfulness.

A Cincinnati man suggests that the solution of the forged bill of lading swindle would be for the local bank to finance the country shipper by cashing the drafts usually sent forward with the bill of lading upon the consignee. Then the local bank would earn the interest. No doubt there are many such transactions now and the plan has its manifest advantages; but for obvious reasons there are some difficulties in the way incidental to the final settlement that the banks might find not entirely consistent with their own practice; but certainly the amount of the original draft could be collected in that way, seemingly without inconvenience, leaving the final settlement to be adjusted as a separate transaction between shipper and receivers. And there is another reason for local banks' reluctant to handle the kind of commercial paper that is inherent in our banking system, in that as now conducted many country

banks rarely go into the "bill market" at all but leave that business exclusively to a few banks at the terminal markets that make a special feature of "board of trade" business.

The grain business is comparatively new in Idaho, but already the dealers there have found that the farmers have brought tricks with them from their old homes in the east, such as refusing to deliver barley and timothy seed at the price contracted for, which is of course much below present prices. The buyers, however, have promptly sued defaulters, the damages on some of the cases being quite considerable.

The retirement of J. C. F. Merrill from official position with the Chicago Board of Trade no doubt brings a sense of relief to himself, although members of the directory and executive staff will regret the loss of his counsel and immediate co-operation. A man of long experience in trade, learned in trade customs and conditions, a student as well of economic questions as they directly affect trade and commerce, Mr. Merrill is justly looked to as one of the best equipped and painstaking executives the Board has had in recent years; while his conscientious devotion to the duties of his office has placed the Board under deep obligations to him, as it must always be to any man who devotes his time to an office that yields little of reward except the occupant's own satisfaction in having performed a public service to the best of his ability.

The statement is made that the Government has spent more than \$10,000 on that Toledo salvage case, and the end is not yet. As nothing has as yet been done with the grain, isn't the Government trying to force a law suit? And to what end? Is all the salvage grain of fires, flood, etc., to be destroyed out of hand? Must distillers' and brewers' grains, fermented stuff, and objectionable feeds when wet, be destroyed even though both are most desirable feeds when dried, and are eagerly bought and sold in this country for export? It is one of the nuisances of the administration of the pure food act that the Government assumes positions and then forces the victim to a long lawsuit to dislodge the Government—takes the French courts' attitude toward an arrested man, of declaring him guilty and forcing him to prove his innocence.

A certain resident of Kankakee, Ill., who had been sued to recover margins lost in speculation, retaliates by having two Chicago commission houses operating branches in Kankakee indicted as keepers of bucketshops. It is hardly likely the indictments will stand; but at least it was the height of folly to sue for the defaulted margins, since the law in Illinois is well established by Supreme Court decisions that the sums in default cannot be recovered: that, in short, all trades made outside the city of Chicago, that is, technically speaking, outside the office of the commission man, are "speculative" deals of the exactly same nature in law as "bucketshop" deals. Branch office business is therefore all done "on honor"; and if the speculator gets cold feet and leaves the commission man in the lurch, the latter has absolutely no redress on the premises, in Illinois and Iowa, at least.



## TRADE NOTES

The Hess Warming & Ventilating Co. of Chicago inform us of a rush of orders from every section and particularly from the corn handlers of Iowa and Illinois for the Hess Moisture Tester.

In the December issue of Graphite, the publishers, the Joseph Dixon Crucible Co. of Jersey City, N. J., again announce to the trade that Dixon's Graphite publications are sent free upon request.

G. H. Birchard, the grain elevator builder of Lincoln, Neb., sent his best wishes to his friends the first of the year and augmented same with a line from the poet Tennyson, "Hope smiles from the threshold of the year to come, whispering 'It will be happier.'"

As a reminder of the holiday season the Wolf Company of Chambersburg, Pa., sent out with its correspondence a neat little pin bearing the words "Merry Christmas." The spirit of "peace on earth, good will to men," can fairly find a place at this season in our workaday world.

The Cleveland Grain Company of Cleveland, Ohio, has just awarded a contract to John S. Metcalf Co., Chicago, to tear down their wooden transfer elevator at Champaign and replace it with a modern transfer house. A new power plant, drier house and bleacher tower will also be included in the improvements. The total cost of the contemplated work will be about \$50,000.

One of the most convenient specialties which the grain dealer can adopt is the Automatic Dump Controller manufactured and sold by L. J. McMillin, 618 Board of Trade Building, Indianapolis, Ind. It has many points which commend itself and the past year's duplicate orders show that it is not only a convenience but a necessity. Full particulars will be mailed on inquiry.

Nordyke & Marmon Company of Indianapolis Ind., manufacturers of the N. & M. Co. Three Pair High Six Roller Mill, flour mill builders, etc., sent out a neat Christmas card with the following greeting:

Accept this Message of Peace, Good Will,  
And the Best of Luck to the Good Old Mill!  
For Another Year of Work is done  
And Another Year of Hope Begun.

The Hess Warming & Ventilating Co. of Chicago reports the following recent sales of Hess Driers: Jordan & Montgomery Co., Indianapolis, Ind.; City Mills and Elevator Co., Winchester, Ind.; Kentucky Public Elevator Co., Louisville, Ky.; H. Verhoeff & Co., Louisville, Ky.; Bad Axe Grain Co., Bad Axe, Mich.; S. M. Isbell & Co., Jackson, Mich.; Standard Flaked Food Co., Owosso, Mich.; Northrup, King & Co., Minneapolis, Minn.; Griswold Seed Co., Lincoln, Neb.; H. Simon, Manchester, England.

George J. Major, manager of the office at Portland, Ore., of Fairbanks, Morse & Co. of Chicago for the past three years, was transferred to the company's Los Angeles office the first of the year. J. C. Garretson, manager of the Spokane office, assumes the management of Portland, Seattle and Spokane as district manager, while Mr. Gillespie has charge of the Portland branch under his management. The business of Fairbanks, Morse & Co. has been very large at the Pacific Coast states the past year and the men in charge of their affairs are capable and efficient.

All grain elevator owners are interested in the question of insurance. Every policy holder is a stockholder in the Michigan Millers' Mutual Fire Insurance Company of Lansing, Mich. Every policy holder is vitally interested in the size of his dividend, which is deducted every six months from the assessment levied. These dividends may be increased by the prevention of fires. Therefore every dealer should work as far as possible for the prevention of fires. Seventy per cent of them are preventable and 90 per cent are extinguishable.

The S. Howes Company of Silver Creek, N. Y., advise that they will have ready for distribution on January 15, 1912, a new catalogue, which will be the

most complete and up to date in its line that has ever been published.

It will contain a vast amount of technical and real information about the handling of grain and seeds, thus making it exceedingly valuable to every one connected with the grain trade.

Besides giving the "why and wherefore" of every conceivable operation in the cleaning and separation of grain and seeds, this book will contain several very interesting chapters devoted to new processes and machinery.

Irrefutable evidence is brought forward to convince the uninitiated as to the benefits to be derived from wheat washing as compared to the ordinary dry process now in vogue.

Wheat grinding, which is now only in its infancy in this country, has so many advantages tending to the simplification of milling that it is a wonder it has not been more generally adopted.

A subject which it is believed will appeal to the elevator and flour mill trade is that of utilization of waste product. A number of machines are illustrated and described, which have for their object the treatment of screenings in such a way as to grade and clean them, and fit them for the market at an increased price. Successful machines of this char-

acter are at a premium. The S. Howes Company has made it their special study and now offer for the first time a very complete line of machinery for the purpose.

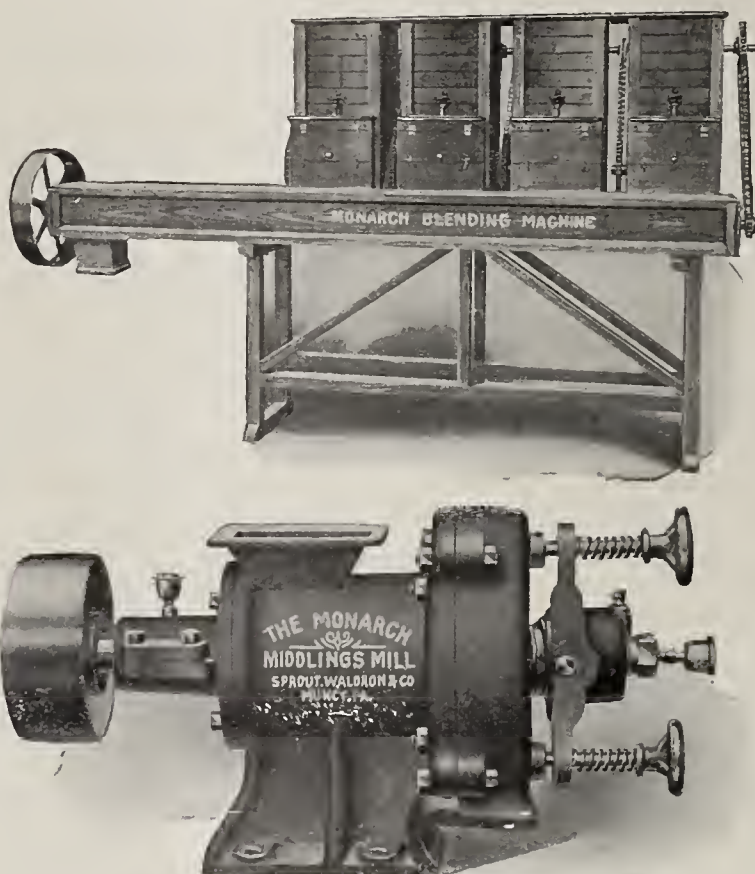
Some one hundred and ten pages are given up to illustrations and reading matter pertaining to the many types of separators, and sub-sections are devoted to corn and corn mill machinery and oat and oat mill machinery.

Those who desire a copy of this catalogue can have one sent free of charge by sending their names in to the S. Howes Company, Silver Creek, N. Y.

The Burrell Engineering & Construction Co. of Chicago closed the year with a very excellent business to their credit for 1911. They contracted for 62 elevators during the year, ranging in capacities from 5,000 bushels to 150,000 bushels, such as elevators for the Hiram Sibley Estate at Sibley, Ill., and the Imperial Milling Co., Council Bluffs, Iowa. The type of construction was wood and concrete, with the latter leading.

### TWO NEW MEMBERS OF THE "MONARCH" LINE.

Two of the machines placed before the millers of the country during the year just passed by Sprout, Waldron & Company of Muncy, Pa., are the Monarch



MONARCH BLENDING MACHINE AND MONARCH MIDDINGS MILL.

acter are at a premium. The S. Howes Company has made it their special study and now offer for the first time a very complete line of machinery for the purpose.

Toward the end of the catalogues are shown a series of miniature machines for testing grain. These are more particularly designed for the use of grain buyers and chemists, and will fill a long felt want.

Some ten pages are devoted to the well known line of packers made by this firm, and which has been augmented by several new machines, included in which are the Mogul Bran and Feed Packers, the heaviest and most substantial of its kind. There is also shown an all steel bran packer, as well as the new Rapid Package Packer.

A full line of sifting, feeding, blending, and mixing machinery is described in detail, and the S. Howes Company "Excelsior" Bran Finishers and Bran Dusters are exhaustively dealt with.

Containing as it does some two hundred and fifty pages, it can be inferred that most of the subjects covered are thoroughly detailed.

When we make mention of the fact that some fifty-two pages are devoted exclusively to the various scourers manufactured by the S. Howes Company, it will be seen that there remains little left to the imagination when describing these machines. Convincing data on ball bearings, as applied to scourers,

Blending Machine and the Monarch Middlings Mill, both shown herewith. Both machines are of proved efficiency and have been received with favor by the millers.

The first of these, the Monarch Blending Machine, is designed for blending or mixing any sort of mill products. This machine can be made to fit any individual requirements. Each one of the feeders is entirely independent of the others, and can be regulated to feed any desired amount into the conveyor, which thoroughly mixes the different materials and delivers the product through the spout at the driving end. The illustration shows only four feeders, but any desired number may be used. The machine is furnished either with or without the frame shown in the cut.

The Monarch Middlings Mill, also shown herewith, is designed to take care of the accumulations of flat stock from middlings reductions on smooth rolls. This machine can be alternated with smooth rolls very effectively, thereby increasing the number of reductions on middlings at a very trifling expense. It is built with perfectly true grinding disks and is fitted as carefully as a burr, the makers assert. It is built in five sizes.

Those interested in either or both of these machines should address the makers, Sprout, Waldron & Company of Muncy, Pa., for further particulars as to prices, sizes, etc.



## FACTS AND FIGURES

A bill has been introduced in congress to prohibit railroads from owning stock on lake transportation lines.

Portland, Me., during November last, exported 677,923 bus. of wheat, leading all United States ports for the month.

The cashier of a defunct bank at Akron, Ind., made away with about \$15,000, which he lost in grain speculation.

Of about 1,200 elevators in North Dakota, at least 300 had not, up to Nov. 30, renewed their bonds and licenses.

A farmer near Bozeman, Mont., proved up a yield of 365 bus. of oats from two acres, the grain weighing 41 lbs. per bushel.

Neil Neilsen, a member of the parliament of New South Wales, is in Minneapolis studying the grain handling facilities and the workings of the great terminal elevators.

The Minnesota Railroad Commission has fixed handling and storing rates for public warehouses at 2c per bushel for first 15 days, 1/40 of one cent per day thereafter; or 4c flat for continuous storage, Nov. 15 to May 15 next succeeding.

An Australian Royal Commission reports that an immense area of land lying between Brown's Well and the Pinnaroo Railway lines, which formerly was regarded as useless, had been found suitable for wheat-growing, and it is estimated that on the west coast alone there are nearly 9,000,000 acres of arable land waiting for development. To aid in this development it is the intention of the government to establish experimental farms in unsurveyed scrub lands.

## EXPORTS AND IMPORTS.

The following is a statement of the exports and imports of various cereals, seeds, etc., for the month of November, 1911, and for the ten months ending with November, 1911, as reported by the Bureau of Statistics, Department of Commerce and Labor (quantities only unless otherwise stated):

ARTICLES.	Nov. 1911		ELEVEN MONTHS, ENDING NOV.	
	1910	1911	1910	1911
<b>Exports—</b>				
Barley bu.....	2,353,863	164,833	6,906,397	3,551,292
Buckwheat, bu.....			63,997	40
Corn, bu.....	2,017,961	1,320,923	37,486,913	56,529,925
Corn Meal, bbls.....	34,658	29,427	309,196	446,002
Oats, bu.....	43,584	327,452	1,849,191	1,978,064
Oatmeal, lbs.....	2,888,265	474,881	13,051,665	27,603,790
Rice, lbs.....	865,820	2,182,957	8,156,919	34,728,450
Rye, bu.....	947	601	18,209	4,908
Rye Flour, bbls.....	1,035	216	4,947	4,006
Wheat, bu.....	2,505,026	2,299,331	20,848,751	29,585,060
Wheat Flour, bbls.....	944,443	950,390	7,340,365	10,169,605
Bran, Millfeed, etc., tons.....	4,191	8,074	45,356	95,182
Dried Grains, etc., tons.....	4,401	4,562	63,439	73,873
Rice bran and polish, lbs.....				
Total Breadstuffs.....	\$10,273,270	\$8,722,907	\$96,692,303	\$123,462,999
Glucose and Grape Sugar, lbs.....	14,323,709	18,250,640	156,565,411	175,419,913
Hay, tons.....	5,916	5,696	49,817	47,676
Oil Cake and Oil-Cake Meal:—				
Corn, lbs.....	9,863,797	5,319,223	60,226,605	72,428,290
Cotton Seed, lbs.....	121,798,261	227,022,331	602,902,502	852,293,276
Flaxseed or Linseed lbs.....	47,695,614	50,370,385	592,737,626	458,743,700
<b>Vegetable Oils:—</b>				
Corn, lbs.....	1,395,043	2,531,720	11,862,863	26,619,662
Cotton Seed, lbs.....	25,957,974	41,255,124	147,944,243	254,315,078
Linseed, gals.....	17,947	14,886	154,388	182,393
Clover Seed, lbs.....	466,904	252,319	4,273,450	2,338,978
Timothy Seed, lbs.....	355,392	946,842	17,543,589	7,580,946
Cotton Seed, lbs.....	1,123,712	12,296,528	17,339,316	28,361,934
Flax Seed, bu.....	63	4	4,260	900
Other Grass Seed, val.....	\$107,636	\$126,482	\$449,854	\$434,465
Beans, etc., bu.....	42,740	43,267	295,822	289,178
<b>Imports—</b>				
Corn, bus., since July 1, 1911.....		413		6,272
Oats, bu.....	629	2,206	741,841	88,619
Wheat, bu.....	1,588	287,385	143,297	1,036,382
Wheat Flour, bbls.....	15,053	7,751	172,653	109,355
Rice, lbs., January to June.....				43,731,904
Uncleaned, including paddy, lbs.....	6,396,881	3,651,989	77,234,306	18,439,358
Cleaned, lbs.....		1,445,504		5,429,892
Rice, Flour, Meal, etc., lbs.....	8,090,054	4,980,117	131,929,251	112,288,686
Castor Beans, bu.....	9,998	7,382	516,020	832,491
Clover Seed, lbs.....	1,998,570	2,218,950	14,983,187	24,622,930
Other Grass Seeds, lbs.....	\$453,195	\$250,708	\$3,130,236	\$2,752,038
Flax Seed, lbs.....	989,558	330,358	7,395,541	7,175,144
Beans, etc., bu.....	123,624	35,584	893,132	796,232

## EXPORTS OF FOREIGN MERCHANDISE.

Oats, bus.....	2,500	52,304	5,850
Rice, lbs., January to June.....			3,497,052
Uncleaned, including paddy, lbs.....			
Cleaned, lbs.....	426,070	1,002,154	6,365,616
Rice Flour, etc., lbs.....	50		11,951
Wheat, bus.....	3		132,182
Wheat Flour, bbls.....			81
Flax Seed, bu.....			21,919
Clover Seed, lbs.....	5,950		5,950
Other Seeds, lbs.....	5,582	\$4,507	\$63,413
Beans, bus.....	677	1,680	21,103

## RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain etc., at leading receiving and shipping points in the United States for the month of November, 1911:

**BALTIMORE**—Reported by Jos. B. Hessong, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	559,918	192,184	880,289	542,927
Corn, bushels.....	2,503,063	2,116,706	1,226,556	997,104
Oats, bushels.....	118,765	170,959	270	100
Barley, bushels.....	3,226	12,058		
Rye, bushels.....	56,944	61,758		
Timothy Seed, bus.....	680		220	
Clover Seed, bus.....		1,055		138
Hay, tons.....	5,295	4,794	904	1,073
Flour, barrels.....	184,177	205,714	78,539	97,037

**BOSTON**—Reported by James A. McKibben, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Flour, barrels.....	173,853	198,857	47,334	90,681
Wheat, bushels.....	1,309,597	152,746	1,744,725	629,537
Corn, bushels.....	648,514	783,638	386,531	419,783
Oats, bushels.....	386,487	314,036	1,294	1,725
Rye, bushels.....	4,185	3,900		
Barley, bushels.....	14,451	3,139		
Flaxseed, bushels.....				
Peas, bushels.....	7,750	5,173		913
Millfeed, tons.....	1,857	1,175	1,066	223
Corn Meal, barrels.....	2,665	2,230	2,913	738
Oat Meal, cases.....	24,047	56,858	11,775	30,680
Oat Meal, sacks.....	81,063	16,255	49,812	5,750
Hay, tons.....	15,700	15,440	2,511	1,631

**CHICAGO**—Reported by George F. Stone, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	1,086,100	765,800	1,319,600	1,125,100
Corn, bushels.....	8,925,250	13,857,300	5,182,500	7,671,890
Oats, bushels.....	6,256,300	10,292,600	4,708,400	6,729,800
Barley, bushels.....	2,280,300	3,070,600	429,300	1,078,600
Rye, bushels.....	179,500	172,000	80,300	60,400
Timothy Seed, lbs.....	1,120,300	1,563,400	687,800	898,600
Clover Seed, lbs.....	94,700	230,500	131,300	224,200
Other Grass Seeds, lbs.....	987,800	1,046,300	919,200	1,484,800
Flax Seed, bushels.....	144,400	124,700	6,400	25,700
Broom Corn, lbs.....	612,900	2,840,800	506,400	3,333,200
Hay, tons.....	33,049	26,065	3,094	1,235
Flour, barrels.....	534,882	495,189	417,535	422,238

**CINCINNATI**—Reported by W. C. Culkins, Superintendent of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	138,452		151,062	
Corn, bushels.....	951,364		711,722	
Oats, bushels.....	377,470		359,654	
Barley, bushels.....	76,186		3,024	
Rye, bushels.....	79,926		44,794	
Timothy Seed, 100 lb. bgs.....	1,178		626	
Clover Seed, bgs.....	621		1,714	
Other Grass Seed, bgs.....	19,670		13,955	
Malt, bushels.....	176,170		37,806	
Broom Corn, lbs.....	205		43,618	
Hay, tons.....	628		210	
Flour, bbls.....	112,261		121,125	

**DETROIT**—Reported by F. W. Waring, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	284,086	343,510	18,812	4,178
Corn, bushels.....	535,466	647,692	367,715	253,490
Oats, bushels.....	231,335	291,738	9,632	
Barley, bushels.....	53,221	84,488		
Rye, bushels.....	11,765	34,404	12,650	6,258
Flour, barrels.....	30,551	27,278	21,368	24,723

**DULUTH**—Reported by Chas. F. MacDonald, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	2,461,286	2,697,514	2,413,241	1,383,878
Corn, bushels.....	4,243	42,363		
Oats, bushels.....	917,539	254,624	439,571	183,818
Barley, bushels.....	209,269	241,774	348,347	306,040
Rye, bushels.....	31,352	1,578	128,761	25
Flax Seed, bushels.....	1,277,159	370,001	1,511,772	480,313
Flour, bbls.....	98,335	88,000	290,260	303,555
Flour Production.....	63,330	69,103		

**KANSAS CITY, MO.**—Reported by E. D. Bigelow, Secretary of Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	819,600	2,752,800	770,400	1,411,200
Corn, bushels.....	2,202,000	1,522,800	1,416,000	828,000
Oats, bushels.....	510,000	584,800	350,000	282,200
Barley, bushels.....	30,800	64,400	15,400	40,600
Rye, bushels.....	2,200	11,100	1,100	5,500
Kaffir Corn, cars.....	362	321	311	
Flax Seed, bushels.....	2,000	1,000		
Bran, tons.....	680	1,020	4,400	5,960
Hay, tons.....	33,096	29,280	4,680	7,944
Flour, barrels.....	16,000	15,000	94,500	127,250

**MILWAUKEE**—Reported by H. A. Plumb, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	509,620	606,810	463,076	669,359
Corn, bushels.....	1,270,120	1,279,050	934,600	1,051,004
Oats, bushels.....	1,042,100	1,744,000	772,780	2,434,308
Barley, bushels.....	1,204,200	1,779,700	368,602	767,214
Rye, bushels.....	232,560	153,000	205,506	157,870
Flax Seed, bushels.....	46,800	2,400		
Hay, tons.....	4,836	4,556	336	12
Flour, bbls.....	308,865	216,627	331,093	344,997

**MINNEAPOLIS**—Reported by H. W. Moore, Statistician of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	11,176,330	10,004,640	2,159,610	1,349,450
Corn, bushels.....	581,320	1,863,380	447,280	999,950
Oats, bushels.....	1,139,230	2,063,840	1,277,410	1,173,020
Barley, bushels.....	1,562,500	2,479,670	2,032,880	1,800,940
Rye, bushels.....	211,050	190,540	132,630	89,120
Flax Seed, bushels.....	1,716,120	534,680	212,040	47,590
Hay, tons.....	6,960	8,090	2,190	4,440
Flour, bbls.....	54,621	39,148	1,348,536	1,228,366

**NEW ORLEANS**—Reported by H. S. Herring, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	16,000	1,000	33,799	1,008
Corn, bushels.....	876,000	1,464,000	491,072	742,580
Oats, bushels.....	180,000	183,000	10,773	17,169
Hay, tons.....	1,520	2,940	60	185
Flour, bbls.....	87,886	99,440	40,991	67,213

**NEW YORK**—Reported by H. Heinzer, Statistician of the Produce Exchange.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	2,899,200		1,772,605	</



# ELEVATOR AND GRAIN NEWS

## ILLINOIS.

The new elevator at Florence, Ill., will soon be in operation.

The new elevator at Marseilles, Ill., is nearing completion.

Austin Gibbons has succeeded the Dwight Grain Co. at Dwight, Ill.

J. T. Leising has sold his elevator and grain business at Goodenow, Ill.

The Farmers' Elevator Co., Adair, Ill., has installed a large gasoline engine.

Edward Coyner has sold his elevator at Middle Grove, Ill., to William Courtney.

The Neola Elevator at Adeline, Ill., has built a large warehouse and overhauled the house.

The Davis Grain Co., Laura, Ill., has recently installed a moisture tester in the elevator.

The Kaneville Grain and Supply Co., Kaneville, Ill., is planning to increase its capital stock.

The Arrowsmith Grain, Coal & Lumber Co., Arrowsmith, Ill., has decided to sell its elevator.

Frank B. Scott, the new owner of the Porterfield Elevator at Sidney, Ill., took possession recently.

The Watseka Farmers' Grain Co., of Watseka, Ill., has decreased its capital stock from \$10,000 to \$8,400.

W. W. Loveless, of Taylorville, Ill., is planning to erect a grain elevator at Stonington, Ill., to cost \$10,000.

The Wedron Grain Co., Wedron, Ill., has filed notice of dissolution with the secretary of state at Springfield.

Charles E. Davidson has bought an interest in the Eureka Grain Elevator Co., Eureka, Ill., from J. H. Morrow.

Watts & Mullins, Urbana, Ill., have sold their interest in their elevator at Urbana to Wilbert Jenkins, of Paris, Ill.

The elevator at Latham, Ill., being built for the Latham Farmers' Grain Co., is nearly completed. The machinery is being installed.

John Lawson has remodeled his elevator at Redmon, Ill., building a new brick engine room and installing a 35-horsepower engine.

Spellman & Co. are having their elevator at Lawndale, Ill., overhauled by the Burrell Engineering and Construction Co., of Chicago, Ill.

Graham & Bennion have leased the Rogers Elevator at Ocoya, Ill., and will run it in connection with their elevators at Chenoa and Ballard.

Farmers of Ross township near Henning, Ill., have formed a farmers' elevator company and plan to build an elevator at Henning, or else buy the elevator now operating there.

O. N. East, of Cerro Gordo, Ill., has formed a partnership with John Boyce, of Decatur, Ill., and has bought the Hartsock Elevator at Lane, Ill. Mr. Boyce will have charge of the elevator.

The Fairbury Farmers' Elevator Co., of Fairbury, Ill., has purchased the Shearer Elevator at Fairbury, paying \$10,000. The elevator has a capacity of 130,000 bushels. Possession will be given January 15.

The Farmers' Elevator Co., of Yorkville, Ill., has decided to increase its capital stock to \$15,000. The company has decided to build an elevator on the line of the Yorkville-Morris Electric road as soon as the tracks are laid.

The elevator of Claudon Bros., Ludlow, Ill., has been sold to the Farmers' Elevator Co., of Ludlow. The purchasers paid \$14,000 for the property and took possession January 1. The Farmers' Company now owns both elevators at Ludlow.

The Farmers' Union Milling and Supply Co. has been incorporated at Tamaroa, Ill., with a capital stock of \$9,975, and will carry on a general elevator and grain business. The incorporators are George Kurtz, C. T. Schmalreide, and S. A. Reidelberger.

The Joliet Grain Co., of Joliet, Ill., has been incorporated with a capital stock of \$10,000, by John Coyne, John Finney and Edward C. Hall. The company proposes to buy or erect an elevator as soon as possible, and to increase the capital stock as soon as the company is on its feet.

A recent transfer of land in Pekin, Ill., to D. Mark Cummings, of Chicago, is responsible for the report that the Cummings estate is planning to build a grain elevator in Pekin to take care of the grain from farms belonging to the estate located around Pekin.

George Jacobson, of Niantic, Ill., has sold his interest in the business of Jacobson, Beall & Co., grain dealers of Monticello, Ill., to John F. Beall, of Niantic. The business at Monticello will be continued under the name of Finson-Beall Grain

Co., with W. L. Finson as manager. The firm was originally the Mansfield Grain Co.

The new storage tanks of the Neola Elevator Co., at Savanna, Ill., will be completed within a short time. The storage consists of four circular tanks each about 40 feet high and 30 feet in diameter.

The Old Town Grain Co., of Holder, Ill., has filed articles of incorporation in Illinois. The company has a capital stock of \$2,000, and was incorporated by Fremont Miller, Charles F. Agle, and C. T. Brewer.

## IOWA.

Gault Brothers have succeeded H. E. Gray at Kent, Iowa.

Isaac Lester has erected a small elevator at Barnes City, Iowa.

G. C. Knowlton has rented the Perry Elevator Co.'s house at Ireton, Iowa.

P. H. Iblings, of Parkersburg, Iowa, will build an elevator at Charles City, Iowa.

The Western Grain Co. has sold its elevator at Blairstown, Iowa, to W. C. Geisley.

Harris & Co., of Montezuma, Iowa, are erecting a small elevator at Barnes City, Iowa.

Workmen are making quite extensive improvements on the elevator at Nemaha, Iowa.

B. L. Cook, Zearing, Iowa, has sold his grain business to Roy Vincel and R. B. Craft.

K. P. Wilkins has rented his elevator at Stanwood, Iowa, to the King-Wilder Grain Co.

Hiram Rout, of Dallas Center, Iowa, has bought Azeltine Brothers' elevator at Alexander, Iowa.

William Underwood, of Independence, Iowa, is planning to build an elevator at Robinson, Iowa.

O. P. Beale & Co., Tama, Iowa, have installed a 28-horsepower gasoline engine in their elevator.

The new elevator of F. Hoese at Merrill, Iowa, was opened for business the first week of January.

The new elevator at Council Bluffs, Iowa, has been enclosed and will soon be ready for business.

The new Farmers' Elevator at Grafton, Iowa, has been completed, and was opened for business recently.

The Farmers' Elevator Co., of Bagley, Iowa, has decided to lease a site and erect an elevator as soon as possible.

Arthur Gruwell and Russell Reed have bought the grain business of William Harris, at West Branch, Iowa.

The Golden West Grain Co. will close its whole line of elevators in Iowa on account of the poor crops along its line.

Milton Liggett is having his elevator at Sewal, Iowa, torn down, and intends to erect a much larger one in a short time.

Farmers in the vicinity of Center Point, Iowa, have organized a co-operative grain and livestock company, capitalized at \$10,000.

J. C. Snyder has enlarged his grain business at Fulton, Iowa, by buying the C. & N. W. freight house, which he will use as a storage.

The Hilton Grain & Lumber Co., of Conroy, Iowa, has decided to tear down the old elevator at Conroy and build a new one to cost about \$6,000.

The Farmers' Elevator Co., of Washta, Iowa, has been incorporated with a capital stock of \$10,000, by A. N. Hamilton, W. B. Smith, and John Haburn.

The grain firm of Abbey & Gamble, Kirkwood, Iowa, near Centerville, has been dissolved, as R. E. Gamble has bought the interest of Homer Abbey.

A. A. Moore, of Hampton, Iowa, has sold Moore Brothers' elevator at Hampton, to A. P. Hansen, of Forbes, N. D. A feed mill is run in connection with the elevator.

The Farmers' Elevator at Salix, Iowa, has been repaired and an addition built. New machinery was installed and the plant was opened for business the first of the year.

The Hayes-Hemming Co. has voted to erect a large grain elevator of not less than 50,000 bushels' capacity at Mt. Pleasant, Iowa. Work will commence as soon as the weather permits.

The old Farmers' Elevator at Garner, Iowa, has been wrecked and much of the material taken to Titonka, the crew of men are using it in the erection of a house to replace one of those recently burned.

H. J. Frerliche, of Grundy Center, Iowa, has bought an elevator at Dike, Iowa, consideration given as \$5,500. He took possession January 1 and retained the old manager to look after his interests.

E. G. Dunn, treasurer of the Farmers Grain Dealers' Association of Iowa, has organized the Farmers' Elevator Co., of Malcom, Iowa, with a capital stock of \$20,000. As soon as the necessary site can be secured the company will erect warehouses and an elevator. The officers of the new

company are Fred Murphy, president; Ira Kenyon, secretary; and Sidney Royce, treasurer.

Turner Brothers, of Hastings, Iowa, sold their elevator to McFarland & Hatfield recently, and they in turn have sold it to the former owner, W. B. Caven, of Prescott, Iowa, who has now assumed charge of the house.

The Truesdale Elevator & Supply Co., of Truesdale, Iowa, has filed articles of incorporation with a capital stock of \$4,000. The temporary officers of the company are, president, J. N. Horlacher, and treasurer, J. A. Stamen.

D. C. Kilgore has sold his elevator at West Chester, Iowa, to the owners of the other elevator at that place. The two elevators will be run as one business. The owners of the houses are Richard Fisher, David McLaughlin, Alfred Augustine, and Herman Leurs.

## EASTERN.

Woodbury J. Brown has sold his grain business at Salem, N. H.

L. B. Foster of Farmington, N. H., has discontinued handling grain.

George J. Stannard has entered the grain business at Fair Haven, Vt.

J. Cushing & Co., Fitchburg, Mass., are adding another story to their grain elevator.

O. H. Fiske, of Huntington, Mass., is planning to move his grain business into larger quarters.

Brice Bradbury and Wilbur Brown have bought the Hollis Center Grain Co.'s business at Hollis Center, Me.

Harry Bailey has purchased the mill and grain business of Freeman S. Gordon, Enfield Center, N. H.

G. C. Downs has entered the grain business at Alfred, Me. He has a large store house and ample facilities.

H. H. Sevier & Co. have succeeded to the business of L. G. Quinlan & Co. grain dealers of New York, N. Y.

The Western Coal and Grain Co. is the name of a new firm handling grain and feed at North Adams, Mass.

The new Godshall Elevator at Lansdale, Pa., is nearing completion. It will have a capacity of 10,000 bushels.

The New Haven Grain Elevator at Boston, Mass., is being wrecked. The building was condemned as a fire nuisance.

J. B. Garland & Son, grain dealers of Worcester, Mass., have purchased the grain business at Charlton, Mass., formerly conducted by Carlos Bond.

Foundation work has started for the new Pennsylvania Railroad Elevator at Girard Point, Philadelphia, Pa. The elevator will cost about \$1,000,000.

The General Flour & Feed Co., of Syracuse, N. Y., has the plans drawn for a warehouse to be 130 by 60 feet, of concrete and steel construction. Work on the new building will start in April.

J. B. Cover & Co., Lowell, Mass., are erecting an elevator at Lowell. It will be three stories in height, but will be made to allow for an additional two stories to be added when the business demands it.

The Cutler Co., of Wilbraham, Mass., now owns three of the four grain dealing concerns in Westfield, Mass. The company has control of the Smith Feed Co., W. G. Davis & Co., and the business of W. W. Hosmer. All three concerns will combine and have one large establishment.

## MINNESOTA AND WISCONSIN.

The new elevator at Kilkenny, Minn., is nearing completion.

A farmers' elevator company has been formed at Trail, Minn.

A farmers' elevator company has been formed at Lester Prairie, Minn.

The organization of a farmers' elevator company is being agitated at Glencoe, Minn.

Frank Schumacher is planning to make repairs on his elevator at Point Washington, Wis.

C. Steinkopf and John Nelson, of Buffalo Lake, Minn., have bought an elevator at Biscay, Minn.

The Murphy Potato Co. is planning to remodel the old grain elevator at Beaver, Wis., into a potato warehouse.

Emil Hautebrock, former owner of a flour mill at Cedar Creek, Wis., will shortly build a 30,000-bushel elevator at Green Bay, Wis.

The farmers of Lansing, Minn., are advocating the formation of a co-operative company, and will probably organize and build an elevator in the spring.

The actual transfer of the property of the Delmar Elevator Co. in Minneapolis, to the Milwaukee Elevator Co., was not completed until December 30, although it was known for a long time that



the transfer would be made. The elevator properties were sold for \$65,000.

M. D. Green and A. S. Green, of Winnipeg, Man., have sold their elevator at Hastings, Minn., to J. H. Murane, of Austin, for \$5,000.

Stundebeck & Breuer, of Bluffton, Minn., have organized the Bluffton Grain Co., for the purpose of operating the elevator at that place.

The Biscay Elevator, Biscay, Minn., has changed hands. Capitalists of Buffalo Lake, Minn., have bought it from the Reliable Elevator Co.

Martin O'Laughlin has sold his elevator and grain business at Maple Lake, Minn., to Henry Jude, of Minneapolis. The transfer becomes effective April 1.

The Northern Grain Co., Minneapolis Minn., has been incorporated with a capital stock of \$25,000. A. E. Zonne, G. F. Metcalfe, A. E. Cawoult and F. C. Nass are the incorporators.

The recently organized Farmers Co-operative Elevator Co., of Houston, Minn., has bought an elevator site in Houston and will commence the erection of an elevator before spring.

The Elmwood Lumber & Grain Co., Elmwood, Wis., has been incorporated in Wisconsin, with a capital stock of \$50,000, by C. K. Averill, F. A. Springer, A. E. Way and William Herpst.

The grain elevator and mill of the Loftus-Hubbard Co., St. Paul, Minn., has been acquired by Clarence C. Gray, of St. Paul, who will operate both in connection with his feed and grain business.

A newly organized elevator company has purchased a site for an elevator at Pemberton, Minn., and will build early in the spring. It is rumored that an old line company will also build at Pemberton in the spring.

The Hoag & Rankin Grain & Feed Co., Waukesha, Wis., has been sold to the Raymond E. Knowlton Co., a company recently organized with a capital stock of \$25,000. The incorporators are R. E. Knowlton, George Hoag and Carl H. Sawyer.

#### MISSOURI, KANSAS AND NEBRASKA.

M. H. Taylor has succeeded J. M. Pope & Co. at Hewins, Kan.

John Mayer has sold his elevator at Howe, Neb., to E. Rhoades.

G. G. Weichen is remodeling his elevator at Robinson, Kan.

The elevator at Asbury, Mo., started operations a short time ago.

The Nelson Grain Co., Kansas City, Mo., is now occupying its new warehouse.

The Schenck & Johnson Elevator at Pawnee City, Neb., has been sold to William S. Potts.

George W. Conrad has sold his interest in the Conrad Elevator at Grand Island, Neb.

C. W. Glynn, of Girard, Kan., has bought the elevator of Fred Blattner at Wellesville, Mo.

N. G. Moore has sold his interest in the Hartsburg Elevator at Hartsburg, Mo., to L. Busch.

C. J. Gumbel, of Seward, Neb., has bought the elevator of Rudolph Unzicker at Milford, Neb.

The Aurora Elevator Co. has been incorporated at Aurora, Neb., with a capital stock of \$25,000.

J. H. Cavanaugh, of Marysville, Kan., has completed his elevator and has opened it for business.

Wilson & Powell, of Almena, Kan., have bought the elevator of the Central Granaries Co. at Lincoln, Kan.

The new elevator at Waco, Kan., is unfinished, yet business has begun under the management of A. M. Carter.

The Griffith Grain Co., of Baileyville, Kan., is remodeling its elevator and will install new machinery and power.

The Graham & Martin Grain Co., of St. Louis, Mo., has been organized by T. K. Martin, G. L. Graham and George Batz.

The Holmquist Elevator Co. is completing a 10,000-bushel elevator at DeSoto, just south of Blair, Neb., on the Omaha railroad.

The Temple Grain Elevator at Bentley, Kan., has been purchased by A. E. Barkemeyer, of Bentley, who plans to install a feed mill.

Perry Frazier, who recently purchased the elevator of the Carroll Milling Co. at Chapman, Kan., has doubled the capacity of the house.

E. G. Taylor, of Loup City, Neb., has leased the elevator of the Omaha Elevator Co. at Austin, Neb., and also that of Dinsdale Brothers at Palmer, Neb.

The Lincoln Grain Co., of Lincoln, Neb., has purchased the elevator of F. J. Polley, at Raymond, Neb. Mr. Powell, of Hebron, Neb., will be the local agent.

The Juniata Grain & Live Stock Co., of Juniata, Neb., will build a 15,000-bushel elevator on the site of their present elevator, which was purchased

from the J. M. Sewell Grain Co. The old elevator will be wrecked immediately.

William Sandow is now owner of the elevator formerly operated by Sandow & Son, Dillon, Kan.

Whitney & Sebring, Topeka, Kan., a new grain firm, have bought a site at Grove Station, near Delia, Kan., and will erect a 10,000-bushel elevator in the spring.

#### OHIO, INDIANA, MICHIGAN.

The Mecosta Elevator Co., Mecosta, Mich., has been purchased by A. M. Schontz.

The Pollock Grain Co., Middleport, Ohio, is installing a large oil engine for power.

The Maumee Valley Grain Co., Sherwood, Ohio, has installed a cob conveyor at their elevator.

The Walton Elevator Co., of Walton, Ind., has been incorporated with a capital stock of \$16,000.

The Goemann Grain Company will add 300,000 bushels' capacity to its elevators at Mansfield, Ohio.

Laur Brothers have bought the Kates Mill at Onaway, Mich., and will convert it into a feed mill and elevator.

W. A. Elward has sold his elevators at Wabash, Ind., to the Morrow Grain Co., which will take possession May 15.

The Ward Grain Co., of Lima, Ohio, has been incorporated by D. A. Ward and others, with a capital stock of \$10,000.

It is rumored that a concern, backed by Isbell & Co., of Stockbridge and Jackson, Mich., will erect an elevator at Morrice, Mich.

The old elevator of H. C. Martin & Co. at Attica, Ind., which was recently operated by the Stafford Grain Co., has been torn down.

The Egley-Doan Co., headed by C. G. Egley of Berne, Ind., has commenced the erection of a \$35,000 elevator at Fort Wayne, Ind.

H. E. Payne has sold his elevators at Bancroft and Shaftsbury, Mich., to W. O. Calkins, of Perry, Mich., who took possession January 1.

George K. Atyeo, who recently sold his elevator at Plymouth, Ohio, to the Einsel Grain Co., has bought an elevator at Sullivan, Ohio.

William Erwin & Sons have bought the flour mill and grain elevator of Ahr & Singer at Monroeville, Ind., and have taken charge of the business.

George Capell, living near Scipio Siding, Ohio, has bought the grain elevator at that place from Sherman Beeghly, formerly of the firm of Beeghly & Gillett.

The Nickel-Plate Elevator Co., of Cleveland, Ohio, has been incorporated with a capital stock of \$80,000, by F. C. Friend, Charles Kovanda, J. G. Reyant and others.

William R. Tabbert, Lewis Pierson, H. C. Schroeder and H. Lilly have bought a site in Cygnet, Ohio, and will erect an elevator and feed mill to cost about \$15,000.

The Blish Milling Co. will add storage capacity for 50,000 bushels to its elevator at Seymour, Ind., and 20,000 bushels each to the elevators at Azalia and Grammar, Ind.

The Kirkpatrick Grain Co., a farmers' co-operative concern, has bought the elevator of Malsbary & Co., located at Kirkpatrick, Ind. The new company will take possession January 20.

The Security Storage Co., of Crawfordsville, Ind., has been incorporated with a capital stock of \$10,000 by W. F. Hulett, E. M. Truman and others. The company will deal in grain and seeds.

The Saginaw Milling Co. has purchased the elevators and business of M. H. Vaughn & Sons at Caro, Mich., and will conduct the business under the name of the Tuscola Elevator Company.

A co-operative company composed of 25 farmers about Perry, Mich., will buy Stark & Plunkett's elevator and the Bancroft-Davis Milling Co., at Perry. The new concern is capitalized at \$75,000.

John H. Morrow and Carl Morrow, of Wabash, Ind., have bought the elevators at Lagro, Wabash, and Rich Valley, formerly owned by W. A. Elward. The new owners also own an elevator at Urbana, Ind.

James M. Maguire, of Campus, Ill., sold the A. A. Campbell Elevator at Leiters Ford, Ind., to J. L. Hoesel, of Monon, Ind. Mr. Campbell will retire from the grain business and sell hardware and implements.

L. O. Long, of the firm Long & Harmon, of Toledo, Ohio, has purchased the elevator of Travis & Emmick, at McComb, Ohio. The new owner will conduct the business under the name of J. W. Long & Son.

A new grain company has been organized at Kirkpatrick, Ind. It is composed of 84 stockholders, and is capitalized at \$20,000. The company intends to buy the elevator of J. P. Holstead or the Malsbary house. Should they be unable to

secure either of these houses a new elevator will be built. The company is styled the Kirkpatrick Grain Co., and was incorporated by C. F. Lease, Perry Davis, C. C. Stingley and others.

Farmers about Risingsun, Ohio, are circulating a petition for a farmers' elevator company. An elevator is being built at Risingsun by J. L. Rouse, but the farmers think that they will need greater capacity than that of the private house.

The Greenfield Grain & Hay Co., of Greenfield, Ohio, has filed articles of incorporation with a capital stock of \$25,000. The incorporators are J. A. Harps, J. E. Iseman, C. H. Lair, W. J. Drake and I. N. Lair.

G. D. Silliman reports that his firm will not build an elevator at North Fairfield, Ohio, due to the failure of the electric road to make connections with the railroad, but he says that the elevator will be built in the spring.

Rosenbaum & Co., of Chicago, are installing a grain drier at the C. H. & D. elevator at East Toledo. The drier will have a capacity of 1,000 bushels per hour. The new drier will be completed and in operation before the end of the month.

The Immel Grain Co., of Canal Dover, Ohio, has been incorporated with a capital stock of \$15,000. The incorporators are C. M. Immel, W. G. Immel and Thomas Kemp. The company will take over the feed and grain business formerly conducted by C. M. Immel.

C. E. Newton and J. F. Price, who have been in business under the name of Southern Grain & Hay Co., Columbus, Ohio, have dissolved partnership. Mr. Newton retiring. Jonathan Orr has become associated with Mr. Price and the business will be carried on under the old name.

A large elevator with drying facilities is contemplated for Lima, Ohio. Both local and Eastern capitalists are interested in the project, and while nothing definite has been given out concerning the plans, it is probable that such an elevator will be built at Lima at some time in the near future.

Farmers about Chalmers, Ind., are planning to form a co-operative company to buy or build and operate a farmers' elevator. Charles E. Smith has been elected temporary president and S. M. Burns secretary and treasurer. When \$10,000 worth of stock is subscribed the company will incorporate.

The Noblesville Milling Co., of Noblesville, Ind., has awarded the contract to Stewart & Co., of Chicago, Ill., for the erection of ten concrete grain tanks with a total capacity of 332,000 bushels, giving the company a total storage capacity there of 700,000 bushels. The cost of the improvement will be about \$40,000.

Members of the Cincinnati grain trade met recently to discuss the new terminal proposition for the union depot. If the terminal is built according to the present plans it may be necessary to destroy four of the Big Four elevators, which would leave the city with only 40,000 bushels of elevator capacity. The grain men decided to appoint a committee to make arrangements for a yard where cars could be held without demurrage charges, or for facilities of some sort which will permit the grain trade to go on as before.

#### SOUTHERN AND SOUTHWESTERN.

H. E. Horne has succeeded the Braman Elevator Co. at Braman, Okla.

The Sappington-Lamar Co. is planning to build an elevator at Supply, Okla.

The Plains Grain Co., Groom, Texas, will shortly build a warehouse at Groom.

C. B. Cozart intends to erect an elevator at Supply, Okla., early in the spring.

Tippen & Krielow will start in the grain business at Jennings, La., in the near future.

An addition is being built to the Bennington Elevator Co.'s plant at Bennington, Okla.

Ammerman & Clark are planning to enter the grain and feed business at Millersburg, Ky.

W. H. Griffith & Co. have bought the business of the Godley Mill & Elevator Co. at Godley, Texas.

W. B. Appleby has sold out his grain business at Goliad, Texas, and will move to San Antonio, Texas.

The A. B. Crouch Grain Co., of Temple, Texas, has nearly completed an additional storage and office building.

H. Verhoeff & Co., Louisville, Ky., are building a boiler house to cost \$3,200, as an addition to their elevator and plant.

The Bluejacket Grain Co., of Bluejacket, Okla., has been incorporated with a capital stock of \$5,000. The incorporators are Howard W. Cole and William Pearson.

Business men of Greenville, Miss., are agitating for a mill and elevator company. Those at the head of the proposition are W. A. Everman, C. P. Williams, Charles Hafter, R. G. Haxton and George Wheatley. The plan is to capitalize the company for \$20,000, of which half would be invested in a



plant and the other half used as a working capital.

The Chattanooga Feed Co., Chattanooga, Tenn., has let the contract for a 25,000-bushel elevator of cribbed construction, electric power. The Burrell Engineering & Construction Co. has the contract.

The Semple Feed Co., Oklahoma City, Okla., will be known as the C. Y. Semple Grain & Feed Co., in the future. The company expects to have its new mill and elevator in operation by January 15. The mill has a capacity of 3,000 sacks of feed per day, and the elevator has a capacity of 25,000 bushels. The warehouse has a capacity of 50 cars of sacked feed and 150 cars of hay. The company has just finished installing a check weighing system so that all grain coming in or going out is weighed over two separate scales.

#### WESTERN.

The Farmers' Society of Equity will build a modern grain storage at Judith Gap, Mont., next spring.

A. J. Sallberg has sold his grain elevator at Odessa, Wash., to Andrew R. McNeil for a consideration of \$5,000.

The Western Grain & Lumber Co. is buying at Hilgersville, Mont., and will probably erect an elevator there in the spring.

The new house of the Gate City Elevator Co., at Savage, Mont., has been completed. It is owned by Lowe Brothers and A. E. Aiken.

The stockholders of the Farmers' Union Grain Co., of Pendleton, Ore., have voted to increase the capital stock of the company from \$10,000 to \$25,000.

The St. Anthony & Dakota Elevator Co. has begun work on a new elevator at Inverness, Mont., and expects to have the house completed within a short time.

The Farmers' Elevator Co., of Willow Creek, Mont., has been incorporated by a number of farmers living in Gallatin County. Part of the capital of \$10,000 is already subscribed. The directors of the company are John Walbert, G. C. Cook, Cromwell West, W. H. Mack and J. E. Garnett. An elevator to cost about \$10,000 will be erected in the spring.

The Farmers' Elevator Co., of Glendive, Mont., has been organized and will build and operate ten storage elevators in Montana. Each elevator will be capitalized at \$20,000. The officers of the company are C. E. Glasspool, St. Paul, president; Don A. Freeman, Glendive, Mont., secretary and treasurer, and others of Glendive. The company proposes to erect elevators at Crane, Newlon, Sidney, Ridgellawn, Fairview, Glendive, Stipex, Intake, Burns and Savage.

#### CANADIAN.

The farmers' elevator at Estevan, Sask., has been opened.

Farmers about Stettler, Alberta, have a movement on foot to buy the Bulloch & Caldwell grain elevator at Settler and to run it as a co-operative concern.

A charter has been granted to the Grain Growers' Export Co., of Winnipeg, Man., which has a capital stock of \$1,250,000. The directors of the new company are: W. G. Hall, Joseph Wright, W. H. Trueman, W. Hollands, T. W. Robinson, and E. Smith, all of Winnipeg.

George E. Foster has given notice of a motion made at Ottawa, Que., of a resolution declaring that it is expedient "to consolidate and revise the Manitoba grain act and inspection and sale act, and to establish a board of commissioners to administer the grain trade of Canada."

Grain men of Port Arthur and Fort William, Ont., have chartered 17 vessels for the winter. The total capacity of the boats which will be used for storage is about 4,000,000. Most of the boats were chartered at about three cents, while a few were chartered early in the season at low rates.

The John S. Metcalf Co., of Chicago and Montreal, has been awarded the contract by the Grand Trunk Pacific Railway for an additional unit for their grain terminal at Fort William, Ont. The new elevator will be of concrete and will have a capacity of 2,500,000 bushels, which will bring the railroad's total storage capacity to Fort William up to 5,750,000 bushels. The cost of the new unit will be about \$500,000.

It is doubtful whether the Canadian Pacific will rebuild the two large elevators at Owen Sound, Ont., which were destroyed by fire December 11, together with 1,000,000 bushels of grain. As the railway has already constructed large fireproof elevators at Port McNicol, where the eastern lake terminal of that company will be located, instead of Owen Sound, it is rumored that the Canadian Pacific will refund the city of Owen Sound the \$40,000 bonus taken by the railway when the elevators were built. Both the Grand Trunk and the Canadian Northern are anxious to take advantage

of the harbor facilities of Owen Sound and it is likely that one or both of these railroads will build elevators if the Canadian Pacific fails to replace the burned buildings.

Elevator men in Winnipeg are protesting at the recent ruling of the Elevator Commission of Manitoba, which stated that all cars which were shipped from Government elevators were to be taken at the weight which was given from the government elevators and not that given at the point to which they were shipped.

#### THE DAKOTAS.

An elevator is being built at Hope, N. D.

Greeley & Cuse have sold their business at Coulee, N. D.

S. J. Smith has closed his elevator at Vayland, S. D.

The Occident Elevator at Antelope, N. D., has been closed for the season.

The farmers at New Leipzig, N. D., have decided to build their own elevator.

The Nye-Schneider Fowler Elevator at Winner, S. D., was opened for business December 20.

Reetz & Ladd have sold their elevator at Presho, S. D., to A. L. Fahrenwald, of Rapid City, the former owner.

Materials have been received at Luverne, N. D., for the new Farmers Elevator, which will be erected within a short time.

Michael McManus & Son, of Yankton, S. D., have bought an elevator at Sunnyside, S. D., and will engage in the grain business.

The Farmers' Elevator of Dawson, N. D., is now open for business in charge of Edward Bon, who was manager for the company last year.

A. P. Hansen, of Forbes, N. D., has sold his property near Forbes to A. A. Moore, of Hampton, Iowa, and comes in possession of an elevator at Hampton by the deal.

The new Empire Elevator at Milbank, S. D., built to replace the elevator burned about three months ago, has been completed and is now open in charge of Manager Riley.

J. E. Cary, who has been leasing the Case Elevator at McVile, N. D., for the past two years, has bought the Minnesota Grain Co.'s house at McVile. The Case Elevator will continue in operation.

C. A. Stewart, local agent for McCaull-Webster at Lesterville, S. D., has bought the Dickson Elevator at Scotland, S. D., and will operate it in the near future. At present the elevator is under lease, but as soon as the lease expires Mr. Stewart intends to remodel the house and operate it himself.

[Special Correspondence.]

#### NEWS OF TOLEDO AND OHIO.

BY E. F. BAKER.

Wheat receipts in 1911 at Toledo show about 46 per cent gain over the preceding year. The total amounted to 6,602,000 bus. as compared with 4,515,300 bus. in 1910. Flour production also made a fair gain, being 1,352,700 bbls., as against 1,057,240 barrels the previous year. Corn arrivals were also about 10 per cent heavier in 1911 than in 1910, being 4,939,300 bus., as against 4,459,750 bus. the year before. The price range on cash wheat was 17½c, on cash corn 29½c, and on cash oats 18c.

Toledo public wheat stocks gained last week (ended Jan. 6) 12,667 bushels to a total of 1,430,816 bushels, of which 1,100,500 bushels grade contract. The receipts of the past week have aggregated 67,000 bushels, with shipments of 16,000. A complete covering of snow protects Ohio growing wheat from the unusually severe cold weather of the past few days.

A fair volume of corn is coming in, but most of it is evidently coming direct from the fields where it has been exposed to much bad weather. The condition is very unsatisfactory, practically none grading better than No. 3, and a large amount sample. Moisture tests show about 22 to 26 per cent water on the bulk of it. Out of 143 cars that came last week only 6 cars graded No. 3, 78 cars No. 4, and 59 cars sample. Receipts of the last week aggregated 153,100 bushels, and it is estimated that there is now in store about 173,326 bushels, of which only 2,000 bushels grade contract. Cash corn is quoted at 63¼c, May at 65¾c, and July at 66c.

The oats market is inclined to be a trifle quiet but there is a fair eastern demand. Local stocks are on the decrease, and are estimated at 223,928 bushels. Receipts of the last week have been 21,000 bushels, with shipments of 27,700 bushels. Cash oats is selling at 50c, May at 52c, and July at 47½c. There are no complaints as to quality.

TOLEDO'S ANNUAL ELECTION.

The regular annual election of the Toledo Produce Exchange resulted in the selection of the following officials for the ensuing year:

President, Frank I. King.

First vice-president, Henry D. Raddatz; second vice-president, Frederick Mayer.

Secretary, Archibald Gassaway.

Treasurer, Charles S. Burge.

Directors—David Anderson, Frederick O. Paddock, H. Wallace Applegate, Edward L. Camp, Ezra L. Southworth, Cyrus S. Coup, William H. Morehouse, Frank R. Moorman, Henry W. Devore and Henry L. Goemann.

Committee of arbitration—J. W. Young, W. H. Haskell, G. D. Woodman, W. E. Tompkins, L. A. Mennel, K. D. Kielholtz and C. W. Mollett.

Committee of appeals—J. Wickenheiser, O. H. Paddock, R. L. Burge, F. W. Annin, F. C. King, R. P. Lipe, G. J. Rudd, H. R. Devore, A. W. Boardman, G. W. Wagoner and C. Rockwell.

The newly elected president of the organization has twice before been honored by election to the same position, and that he should be chosen again speaks well of his executive ability. A banquet will be held on January 20.

#### NEWS NOTES.

Henry L. Goemann and F. O. Paddock will represent the local body at a hearing before the Interstate Commerce Commission in Washington, on January 29. At this meeting the question of transit privileges, which at present are not wholly satisfactory, will again be gone into in an effort to secure relief from the recent decision of the supreme court.

December shipments of clover seed were 5,000 bags as against 5,610 a year ago. Receipts were 4,600 bags as compared with 6,950 bags in December, 1910. Shipments are expected to increase from now until March, when the heaviest demand comes.

Ernest Kuehn, of the Toledo Produce Exchange, is enjoying a trip through China as a member of a church committee, investigating foreign missionary conditions. He will return to Toledo about April.

For the first time in years the Toledo Produce Exchange abandoned the custom of conducting "rough house" on the last day of the old year. The observance grew rougher each year until the ruination of clothes and the breaking of windows and furniture led the governing board to put a stop to it.

Frank Annin is spending a few weeks on a business tour of eastern cities.

The Ward Grain Co. has been incorporated at Lima, Ohio, with a capital stock of \$10,000. The concern has opened an office and will handle only track grain. Albert E. Ward of Buffalo is back of the concern.

The Goemann Grain Co. will build large additions to its concrete elevator at Mansfield, Ohio, increasing its capacity about 300,000 bushels. When completed the plant will have a total capacity of 650,000 bushels.

Frank I. King and David Anderson are enjoying a vacation from business. The time is being spent in the East. They will return next week.

John Lake, while working at the Lyon & Greenleaf flouring mill at Wauseon, Ohio, recently, was caught on a shaft and whirled to his death. He leaves a widow.

A. Mennel, head of the Harter Milling Co., has returned from a trip to St. Louis, where he attended the millers' meeting. He made a short stop at French Lick Springs en route.

W. H. Haskell has returned from a business trip to Brunswick, Ga.

Long & Harmon of Toledo recently purchased the Travis-Emmick Elevator at McComb, Ohio, and have taken possession of the property. The purchase is one of a long string of elevators owned by the company.

David Anderson attended the annual possum supper given by the employees and office force of the Noblesville Milling Co., at Noblesville, Ind., recently. Mr. Anderson is a stockholder in the concern.

[Special Correspondence.]

#### NEW ENGLAND NEWS.

By C. S.

The year just closed was the best since 1907 for grain exportation from Boston. Figures compiled by the Chamber of Commerce show that the grain that went across the Atlantic to various European ports totalled 8,891,105 bus. of wheat, 6,445,470 bus. of corn, 119,111 bus. of oats, and 25,149 bus. of barley. A good gain in exports of wheat and corn was shown over 1910, when 6,337,243 bus. of wheat and 2,749,967 bus. of corn were shipped from Boston. Shipments of oats and barley, however, fell off. In 1910 136,914 bus. of oats and 92,228 bds. of barley were exported. The grain was taken forward in 1911 by 319 steamers, a gain of four over the preceding twelve months.

Immigrants arriving at the port of Boston during 1911 numbered 14,190 less than in 1910.

The longshoremen's strike for higher wages, striking for an advance of ten cents an hour for day work and five cents an hour for overtime between 8 p. m. and midnight, has caused work at all the steamship lines to come practically to a standstill for the past week (ended Jan. 6). Several sailings from this port are likely to be can-



## THE EXCHANGES

The Duluth Board of Trade will elect officers on January 16.

The Baltimore Chamber of Commerce will elect officers on Jan. 29.

New York Produce Exchange seats are held at \$400 asked, \$375 asked.

The Winnipeg Grain Exchange will enlarge its building to supply offices called for.

The San Francisco Merchants' Exchange is having a large accession to its membership.

Alfred Brandeis has been made a life-honorary member of the Louisville Board of Trade.

The Winnipeg Grain Exchange in 1911 handled 101,326,250 bus. of wheat and 26,128,800 of oats.

The Philadelphia Commercial Exchange has resigned its membership to the Council of Grain Exchanges.

J. C. Lincoln, traffic commissioner of the St. Louis Merchants' Exchange, has resigned, effective on February 1.

The Baltimore Chamber of Commerce closed the year 1911 with a concert and vaudeville on the exchange floor.

The annual election of officers of the Philadelphia Commerce Exchange will be held on Jan. 30; nominations on Jan. 20.

The New York Produce Exchange closed the old year on Dec. 30 with an entertainment for the poor children of "down town."

The Richmond Grain Exchange has adopted for its governance the Trade Rules of the Grain Dealers' National Association.

The younger men of the Cincinnati Chamber of Commerce closed the year 1911 on Dec. 30 with an old-time battle with grain and flour samples.

The Buffalo Corn Exchange banquet was held on December 20 under the direction of Nesbit Grammer, S. E. Provoost, T. J. Stofer and A. T. Dooty. It was a great success.

Ed. R. Henry has been elected assistant secretary of the Fort Worth Board of Trade, succeeding Paul E. Palmer, who severed his connection with that body on Jan. 1.

On January 2 Inspector Munson at Cincinnati began reporting "sulphurized" instead of "purified" oats, when oats had been found treated with sulphur process, and the trade is temporarily "in the air."

The grain men of the Cincinnati Chamber of Commerce under the leadership of Thos. C. Powell of the C., N. O. & T. P. Ry. Co., contemplate a business promotion visit into the South during the coming spring.

The board of directors of the Milwaukee Chamber of Commerce at a recent meeting authorized the appointment of two delegates to attend the annual meeting of the National Board of Trade at Washington, beginning Jan. 16.

A new rule at Kansas City requires that all grain and feedstuffs, bulk or in sacks, must be loaded out under the supervision of the Board of Trade weighing department. The bagging fee is 50c and weighing 50c additional per car.

President Bishop has appointed Messrs. P. P. Donahue and H. A. Plumb to attend the approaching annual meeting of the Council of Grain Exchanges at Chicago as delegates representing the Milwaukee Chamber of Commerce.

The Inspection Department of the Milwaukee Chamber of Commerce is now applying the moisture test to all corn inspected in that market, making the test a requisite to the grading. No charge is made for the test except in case reinspection is called, when if the original test is sustained a charge of 25c is made.

Jas. Meehan, who has been in the employ of the Daily Trade Bulletin of the Chicago Board of Trade among the cash grain men for over thirty years and who has been uniformly courteous and obliging throughout the entire period, was on Dec. 22 presented with a handsome gold watch as a token of the universal esteem in which he is held by Board members.

The Chicago Board of Trade Club on Dec. 14 held its annual banquet and election at the Auditorium Hotel. The following officers were elected: Royal W. Bell, president; J. E. Bellot, vice president; James F. Robertson, secretary, and Harold Nichols, treasurer. Executive committee: J. B. Hermes, Kenneth Edwards, C. H. Canby, Jr., L. C. Brosseau and Ross Kidston.

The Milwaukee Chamber of Commerce has adopted a rule requiring buyers on track to remove cars within three business days, and extending to sellers the right to collect the approximate value of cars immediately upon the delivery of the order on the railway company for the property. Amendments to rules have also been adopted making it possible, in case of an emergency requiring more

regular elevator room than can be supplied by the storage elevators, to declare other places, such as vessels, warehouses, etc., regular for delivery purposes; and also fixing the rate of commission for receiving and selling flaxseed on a percentage basis, or 1 per cent of the gross proceeds, instead of a flat rate of 1 cent per bushel, as at present.

The Philadelphia Commercial Exchange closed the year 1911 by a "Ladies' Day on 'Change," the function being in the nature of a public reception of friends and guests by the officers and members, with luncheon and musical program by a military band.

The directors of the Fort Worth Grain and Cotton Exchange have established an inspection department, whose headquarters will be in the Bewley Building in the offices of the Grain and Cotton Exchange. The same force that has been maintained as an inspection department by the Board of Trade will be retained. J. F. Robinson is chief inspector and C. B. Rice assistant.

Returns of the Chicago Board of Trade clearing-house show that there was a falling off of about one-third in the board's business for 1911 as compared with the year before. June and July were fairly good months, but the first and last three months of the year were lean ones and the other months only fair. Grain speculation has been at rather low ebb through the greater part of 1911.

A suit by James Carruthers & Co. vs. E. A. Schmidt at Montreal threatens the continuance of the ancient and time-honored system of verbal orders on 'change in that market. The suit is to recover \$25,000, being commission, etc., on the purchase of grain put through by the plaintiffs, they allege, for the defendant. Henry J. Elliott, for the defense, has objected seriously to any verbal evidence of the transactions being put in and temporarily the proceedings were suspended on Dec. 20, pending the court's ruling on the admissibility of the evidence.

The Nashville Grain Exchange reports for 1911 show that members of the Exchange handled 13,989 cars of grain and 2,838 cars of hay during the year. In 1910 the Exchange handled 14,155 cars of grain and 333,324 cars of hay. The figures show a little falling off compared with those of 1910, but the officers of the Exchange feel that the business done the year was up to 1911 standards. Besides the cars of grain and hay handled, the Exchange has also handled a great amount of grain and hay which was shipped in by water; in fact, 25 per cent of the grain handled by the Exchange comes into Nashville by river.

### NEW ORLEANS ELECTION.

On January 3 the New Orleans Board of Trade elected the following officers without opposition:

President—Jos. McCloskey.

Vice-presidents—J. D. Harden, Frank A. Daniels and Waldo M. Pitkin.

### MARGINS AND CALENDAR DAYS.

The Toledo Produce Exchange has adopted the rules recommended by the Intermarket Agreement Committee of the Council of Grain Exchanges as to margin on cash contracts, covering future grain shipments, and also the rule counting specified days for shipment as "calendar" days.

### ST. LOUIS ELECTION.

The "regular ticket" was elected by the St. Louis Merchants' Exchange as follows:

President—Christian Bernet.

Vice-presidents—John L. Messmore and Marshall Hall.

Directors—(two years) James W. Garneau, Jacob Schreiner, Edgar D. Tilton, Samuel D. Chapen.

### KANSAS CITY ELECTION.

The following officers of the Kansas City Board of Trade were elected on January 3:

President—Geo. H. Davis of Ernst-Davis Grain Co.

Vice-president—Geo. A. Aylesworth.

Directors—O. A. Severance, B. F. Hargis, W. C. Goffe, Chas. T. Neal, G. A. Moore.

### CHICAGO BOARD OF TRADE ELECTION.

The annual election of officers of the Chicago Board of Trade was held on January 8, the following officers being chosen, 1044 votes having been cast:

Frank M. Bunch, president (625 votes against 308 for Caleb H. Canby and 101 for James S. Templeton).

Vice-president—Frank B. Rice, of the Star and Crescent Milling Co. (673 votes against 339 for E. G. Brown).

Directors—Robert McDougal, Joseph Simons, Adolph Gerstenberg, Benjamin S. Wilson, and L. Harry Freeman, for the full term, and John Carden to fill the vacancy. (There were 14 candidates in the field.)

Arbitration Committee—Fred G. Miley, Earle M. Combs, Warren L. Lamson, Emile J. Garneau, and Luther S. Dickey, Jr.

celled on account of the strike. A conference was held in the Chamber on January 6th, but no headway towards settling the strike was made. The steamship authorities are importing a number of men from other cities to take the place of the strikers, but in the event of the freight handlers of the railroad terminals joining the longshoremen, shipments of export goods will be seriously tied up. A large amount of hay and grain besides other commodities is in Boston ready for export and is causing both shippers and steamship people serious worry.

Mr. J. H. Cressy and Mr. E. C. Packard, both members of the Chamber, and for many years affiliated with the grain trade, died suddenly during the week. Mr. Packard had a general retail grain and feed business at Brockton, Mass. Mr. Cressy was for a number of years connected with the jobbing business here in Boston.

The demand since the first of the year has been good, with buying of corn, oats, and mill feeds of a good character. Feeds have been gradually advancing in price, but due to the light stocks held by country dealers, a good demand has prevailed even at top prices.

### THE CO-OPERATIVES.

The Wedron Grain Co., Wedron, Ill., has been dissolved. It ceased business some months ago.

The Manitoba Grain Growers' Association will hold the annual meeting at Brandon on Jan. 24-26.

The Ellis Farmers' Grain and Live Stock Co., Beatrice, Nebr., in December declared a 15% dividend.

The Mattoon Farmers' Grain Co., Mattoon, Ill., passed its dividend for 1911, although it earned 6 per cent.

Gov. Harmon of Ohio will talk on "Taxation" to the Tri-State Grain Growers' Association at Fargo on January 17.

The Stanton Farmers' Elevator Co., Stanton, Minn., in December sold \$1,000 of new stock at auction for about \$800.

The Stillwater Equity Market, operating an elevator and town market for produce, made a net profit of \$1,112 in 1911.

The Farmers' Elevator Co. at Remson, Ia., one of the oldest in Iowa, has dissolved as a corporation in order to reorganize.

The Penrose Elevator Co., operating at Welland, a C., M. & St. Paul flag station in La Salle County, Ill., declared a 10% dividend on business of 1911 to Dec. 1.

The Farmers' Elevator Co. of Paton, Ia., has adopted a new system of bookkeeping. Its balance is \$3,000 on the right side and \$3,050 more has lately been secured by stock sales.

The Sheldon Farmers' Elevator Co., Sheldon, N. D., in the past three years has sold \$30,000 worth of machinery and made \$3,000; on the strength of which on January 2 a dividend of 8 per cent was declared.

The Door County Equity Elevator Co. of Sturgeon Bay has gone into bankruptcy; liabilities \$45,000; assets \$16,000. From 400 to 500 farmers are affected as shareholders. There are over 270 claims outstanding against the company.

The Farmers' Elevator Co. of Fairfax, Ia., reports for 1911 a profit of \$3,594.30 or 49.99 per cent of the capital. A 20 per cent dividend was declared. During the year the company bought 7,265,206 bushels of corn, 9,077,114 bushels of oats, 1,342,200 pounds of coal, 88,257 tile and 800 sacks of flour.

It is reported from Iowa Falls, Iowa, that no appeal will be taken from the recent state court decision that the penalty clause in co-operative company by-laws (euphemistically called "maintenance clause") is in restraint of trade if public opinion among co-operative operators should guide the action of the company immediately concerned.

The Farmers' Co-operative Grain and Trading Co. of Bowbells, N. D., at its annual meeting in December did not decide anything relative to starting business until some time next summer. It was decided that all accounts due the company from subscribers be placed in the hands of attorney for collection and the funds so collected be used in paying off the indebtedness. An assessment of \$2 against each subscriber was made last fall and although a majority came through, there are still 25 or 30 members who are delinquents.

Owing to the condition of the wheat now offered at Canadian country stations, which is wet and icy, it is said that many elevator companies have refused to accept grain that has been threshed after the arrival of the first snow storm. In spite of this, however, threshing is still being continued, and from Alberta comes the statement that only 10 per cent of that crop is left to be threshed. When it is remembered that this was one of the latest provinces to mature its crop, the great benefit of the mild weather during December can be easily seen.



Appeals Committee—Arthur S. Jackson, Francis L. Schreiner, Joseph W. Badenoch, J. Edward Wynne, and John H. Wheeler.

#### MEMPHIS ELECTION.

The annual election of officers of the Memphis Hay and Grain Association was held on Dec. 15, after a dinner served at the Chickasaw Club, practically all the members being present. The following were chosen:

S. Tate Pease, president.  
S. S. Clark, vice-president.  
C. B. Stafford, secretary.  
R. B. Buchanan, W. L. Rogers, L. P. Cook, J. B. Edgar, members of the board of directors.

#### CHAMBER OF COMMERCE ELECTION.

There was no contest in the election for Cincinnati Chamber of Commerce officials for the ensuing year and the regular nominees were elected, on January 10 as follows: President, Walter A. Draper; vice president, George H. Lewis; treasurer, Joseph L. Roth; secretary (non-executive), Edward A. Fitzgerald; directors—Charles J. Menges, August Janszen, C. E. Nippert, John H. Goyert, Charles E. Tudor. The vice-presidents and directors are elected for terms of two years, the vice-president holding over from the past year is H. F. Cellarius, and directors holding over are Henry R. Lackman, George Keller, Charles P. Morse, Nathan Longfellow, Leo Blum, Jr.

#### PEORIA BOARD OF TRADE ELECTION.

The annual election of officers of the Peoria Board of Trade took place on January 8. The following were chosen without opposition:

President—C. H. Feltman.  
Vice-Presidents—N. R. Moore and J. H. Ridge.  
Secretary—John R. Lofgren.  
Treasurer—Walter Barker.  
Directors—T. A. Grier, Peter Casey, D. Mowat, C. C. Miles, A. G. Tyng, T. G. Jacobs, B. E. Miles, W. W. Dewey, Louis Mueller, T. J. Pursley.  
Committee of Arbitration (2 years)—G. H. McHugh, J. A. Speers, D. D. Hall, (1 year) E. S. McClure.  
Committee of Appeals (2 years)—L. H. Murray, J. W. Hendley, F. W. Arnold.

#### THE YEAR 1911 AT ST. LOUIS.

At a meeting of the Board of Directors of the St. Louis Merchants' Exchange on Dec. 21 the annual dues for 1912 were placed at \$50, the same as for 1911. The income for 1911 was \$70,800, but the total for 1912 will be about \$5,000 less, owing to the fact that about 100 memberships were allowed to lapse. For 1911 there was a cash balance of \$3,000 to \$5,000 at the close of business on Dec. 31.

In certain lines the volume of business greatly increased. Owing to crop shortages and other natural causes decreases are shown in other items.

The board unanimously adopted resolutions of appreciation for the work of James W. Garneau, president.

#### COUNCIL OF GRAIN EXCHANGES.

The third annual meeting of the Council of Grain Exchanges will be held at the La Salle Hotel, Chicago, on January 18 and 19. The following is the program of the meeting:

##### JANUARY 18—MORNING.

Call to order at 10:30.  
Roll Call of Delegates.  
President's Address .....Mr. Hiram N. Sager  
Secretary's Report .....Mr. J. Ralph Pickell  
Treasurer's Report .....Mr. W. M. Richardson  
Reading of Minutes of Previous Meeting (which may be dispensed with).  
Committee on Statistics.....Mr. F. J. King, Chairman  
Committee on Bills of Lading.....Mr. Chas. England, Chairman.  
Committee on Circular of Instructions .....Mr. L. W. Forbell, Chairman  
Committee on Intermarket Agreement .....Mr. Henry L. Goemann, Chairman  
Committee on Publicity.....Mr. J. C. F. Merrill, Chairman.

##### AFTERNOON SESSION.

Committee on Crop Improvement—Reports by Mr. J. C. Murray, Chairman, and by Mr. Bert Ball, Secretary.

##### JANUARY 19—MORNING.

Meeting called to order at 10:30.  
Election of Officers.  
Address—"Farming and Rainfall," by Mr. E. Pfarrius, New York.  
Address—"Conserving Trade in Grain Futures," by Mr. C. A. Magnuson, Minneapolis.  
General Business.  
Topics suggested for informal discussion.  
The Uniform Grading of Grain.  
Resolved, That the following resolution should be adopted by all the grain exchanges of the coun-

try: "That offers to buy or sell large quantities of grain or seeds for future delivery, with the limitations requiring the buyer or seller to purchase or sell the entire amount offered, is not permissible and is hereby forbidden. All such bids or offers to buy or sell grain or seeds must be open for acceptance by any member in lots of five thousand bushels or multiples thereof."

"How can grain be bought on flat grades without fixed schedules of premium and discounts based on relative values ascertained and fixed at time contracts are made?"

##### AFTERNOON SESSION.

Address by Mr. James Bradley, Chicago, ex-President Council of Grain Exchanges.

Address, "Uniform Trade Rules," by Mr. A. G. Tyng, Peoria, Ill.

New Business.

Adjournment.

The delegates will be entertained at banquet on the evening of January 18 by the Chicago Board of Trade.

The Council is now composed of the following exchanges: Chicago Board of Trade, Kansas City Board of Trade, Toledo Produce Exchange, St. Louis Merchants' Exchange, Duluth Board of Trade, Omaha Grain Exchange, Buffalo Corn Exchange, Baltimore Chamber of Commerce, Philadelphia Commercial Exchange, Minneapolis Chamber of Commerce, Milwaukee Chamber of Commerce, New York Produce Exchange, Wichita Board of Trade, San Francisco Chamber of Commerce, Peoria Board of Trade, St. Joseph Board of Trade, Cairo Board of Trade, Memphis Merchants' Exchange and Detroit Board of Trade.

#### NEW RULE AT CINCINNATI.

The Cincinnati Chamber of Commerce and Merchants' Exchange has enacted the following amendments to Rules for the Regulation of the Grain Trade in Cincinnati, to take effect January 1, 1912:

COMMISSIONS—Rule XV: Section 3. Interest Charges.—On all grain, hay or millfeed consigned to any member of the Chamber of Commerce, or to any firm or corporation duly represented in its membership, or bought by any member thereof, or any such firm or corporation, and shipped to Cincinnati or any common Cincinnati points, subject to either Cincinnati Chamber of Commerce weights or inspection, or both, the receiver or purchaser, as the case may be, shall charge the current rate of interest on any sum advanced on such consignment or purchase to the time when the terms of the transaction are completed; provided always, that the minimum rate of interest so charged shall be at the rate of six (6) per cent per annum. Except that it shall not be required to charge interest on purchases to be shipped from other terminal markets where such purchases are made on either weights or inspection of said terminal markets.

Section 4. Any member who shall be found guilty by the Board of Directors of a violation or evasion in any form or manner whatsoever of any of the provisions of this rule shall be subject to discipline by the Board of Directors, as provided for in Article V, Sections 8 and 9, of the By-Laws.

##### CALL—Rule XVI:

Section 1. The Board of Directors shall establish a "Call" for corn, oats, wheat, hay, barley and rye to arrive, to be held in the exchange room, beginning at 1:15 p. m. on each business day, except Saturday, at 12 noon.

Section 2. The "Call" shall be under the control and management of a committee consisting of five members of the grain and hay trade appointed by the president, with the approval of the Board of Directors.

Section 3. Contracts may be made on the "Call" only upon such terms as have been approved by the "Call" Committee.

To amend Section 3, Rule 6. Manner of Delivery and payment for Grain and Hay Sold on Track. The delivery of grain and hay sold on track shall be made by the tender of a written order for the property on some standard gauge railway company having an office in Cincinnati, properly accepted by such railway company, together with a certificate of the grain and hay inspector. Upon such tender being made, the seller shall demand of the buyer eighty (80) per cent of the contract price on basis of the weight of each car as shown by the shippers' advice, and the buyer shall pay same not later than 1 p. m. the next business day; if on Saturday, the time shall be 12 o'clock m., unless other terms are agreed upon at the time of sale.

The buyer to be allowed six (6) per cent interest on said advancement up to the time the final invoice is rendered.

Any violation or evasion of this rule by either the seller or buyer in any manner whatsoever, shall be deemed a misdemeanor and subject to the discipline of the Board of Directors, as provided for in Article V, Sections 8 and 9 of the By-Laws.

To amend Section 8, Rule III. Fees for Inspection. Eliminate the third clause in Section 8 of Rule III, and substitute the following: A charge of three dollars (\$3.00) per car shall be made to those who do not uniformly have their grain, grain

products and hay inspected. The fee for inspection to non-members of the Cincinnati Chamber of Commerce shall be three dollars (\$3.00) per car, unless the inspector is advised before inspection that same is to be handled by a member of the Chamber of Commerce, and no inspection shall be made for non-members of the Cincinnati Chamber of Commerce doing business in the Cincinnati inspection district.

##### CONSIGNMENTS:

No carlot consignment of grain or hay to be disposed of for the account of the shipper can be taken to account by the consignee, except he purchase the same when offered at auction on the floor of the Chamber.

Any member violating this regulation will be deemed guilty of uncommercial conduct and punishable as provided for by the rules of the Chamber of Commerce.

An attempt was made by the directors to increase the commission charges, but the trade would not stand for it, and the proposed amended rule had to be rescinded.

The rule re consignments being a new one, caused some uncertainty and confusion at first, and Supt. Culkins on Jan. 4 was called on for its interpretation as it refers to auctions of consignments. The object of auctioning off carloads of grain and hay is to prevent the commission man's taking the goods on his own account at a lower price than the market would have given the consignor; but the very first sale made was under the market, and the consignor got the goods and yet accounted for only part of the difference between the auction price and the market selling price. Supt. Culkins ruled that the sales must be bona fide and that the full prices must be placed on the book as in any other sale. Later on the auction prices were as good as obtained for consignments sold in the usual way.

[Special Correspondence.]

#### BOSTON CHAMBER OF COMMERCE NOTES.

BY L. C. BREED.

Boston's export business for 1911 showed large gains over that of 1910, the grain exports having increased 65 per cent. During the twelve months of 1911, 15,480,835 bushels of wheat, corn, oats, rye and barley were shipped abroad from this port, compared with 9,322,840 for the year before. The sole commodity in the line of foodstuffs that failed to make gains was flour, the record for the two years being almost the same. In 1911 there were 811,873 sacks of 140 pounds each and 5,955 barrels, compared with 817,383 and 10,284 barrels in 1910. Large amounts of hay were exported last year to Europe, the total being 39,385 tons, as against 16,703 tons in 1910.

The committee on nominations has presented eleven names as candidates for directors of the Boston Chamber of Commerce to be voted on at the annual election which takes place January 23. Among these parties is Albion H. Brown of A. H. Brown & Co., flour dealers. Up to the present time no independent nominations have been made.

Royal C. Taft of D. W. Ranlet Co., grain, Boston, has been elected a member of the Boston Chamber of Commerce.

Among the specific tasks which the chamber has outlined to be grappled are the removal of differential freight rates operating to the disadvantage of the port on both export and import traffic from and to the West, and the creation of a steamship line to a Texas port. The officers also ask for a still more general adoption of arbitration of business disagreements between members.

Of the seven amendments to the by-laws of the chamber proposed by a special committee and recommended by the directors, which will be voted upon at the annual meeting Jan. 23, the three most important are:

1. Three year terms for directors.
2. Ineligibility for re-election until a year after expiration of term.
3. Annual meeting and election in November instead of January.

#### CHANGES IN EXCHANGE MEMBERSHIPS.

Baltimore.—Secretary Hessong reports that in December the following were made members of the Baltimore Chamber of Commerce: Matthew S. Atkinson, Jr., H. M. Warfield, Comegys Brown, F. W. Florenz, Jos. C. Turner and Francis C. Bayne, and the certificates of F. Albrecht Stude, Edward H. Wissell, Edward S. Stubbs, Edward C. Geyer, Jos. J. Turner and Francis C. Bayne were transferred.

Chicago.—Sec'y Stone reports the following changes in the membership of the Chicago Board of Trade in December, 1911: New members—Martin F. Austin, Samuel E. Squires, West Reid, Robert H. Lanyon, Trave Elmore, Wm. B. Wilson and Chas. H. Benton. Transferred—Edwin S. Herron, H. H. Kenkel, E. G. Terwilliger, C. S. Cochran, Chas. L. Hunter, H. B. Spencer and Richard Powell.

Duluth.—Sec'y MacDonald reports the following changes in the membership of the Duluth Board of Trade in December, 1911: Admitted—Allen P. Alensworth of Duluth and John A. Lamb of Minne-



## COMMISSION

apolis. Members withdrawn—Henry F. Arnes, R. S. Jones and J. A. McGean.

**Indianapolis.**—Sec'y Wm. H. Howard of the Indianapolis Board of Trade reports that the Stebbins-Witt Grain Company has been dissolved, and that the Stebbins Grain Company and Frank A. Witt started business on January 1, 1912.

**Kansas City.**—Sec'y Bigelow reports that during December the following persons were admitted to membership in the Kansas City Board of Trade: C. J. Wolaver on transfer from O. V. Dodge and Earl Rankin on transfer from J. S. Flautt.

**Milwaukee.**—Sec'y Plumb reports that the following changes took place in the membership of the Milwaukee Chamber of Commerce during the month of December, 1911: New members—John C. Hensey and Frank J. Seidl. Transferred memberships—H. D. Metcalfe, J. H. Huebnekens, H. M. Jones, Richard Haertel, Paul E. Weiss, Edwin Ehlert and August Paulsen.

**Minneapolis.**—H. W. Moore, statistician of the Minneapolis Chamber of Commerce, reports that C. L. Googins was admitted to membership in that body during December.

**St. Louis.**—Assistant and Acting Secretary Eugene Smith reports that during the month of December the following members of the Merchants' Exchange transferred their certificates: R. W. Pearson, Douglas Halliday, Fred. B. Godfrey, M. K. Kendrick, G. S. Burnam, Alvin H. Poehler and James W. Dye. The following new members, of interest to the grain trade, were admitted: Trove Elmore of the Elmore-Schultz Grain Co., St. Louis; A. E. Mann, general agent of the L. & N. R. R., St. Louis; C. W. Eisenmayer of the Eisenmayer Grain Co., Trenton, Ill., and John J. Dale, with L. E. Anderson & Co., St. Louis.

**Toledo.**—Sec'y Gassaway reports that the following were admitted to membership in the Produce Exchange in December: Charles Rockwell, on certificate of F. G. Reynolds, and A. A. Wolff, on certificate of J. E. Rundell.

## BALTIMORE BANKS TO SAFEGUARD BILLS.

At a special meeting of the Baltimore Clearing House Association, held December 26th, there was approved, subject to confirmatory action by the boards of directors of several banks, a resolution prepared by a joint committee representing the association and the Baltimore Chamber of Commerce, with a view of better safeguarding the handling of "order" bills of lading when used as collateral. This in part, is as follows:

"Banks or other collecting agency in this city upon receiving for cash or for collection, from out of town correspondents, drafts with 'order' bill of lading attached and payable in Baltimore, and drawn on merchants assenting to the plan, shall before presenting such drafts for payment impress or write upon the reverse of each and every 'order' bill so received, and to be manually signed by the cashier or other duly accredited agent, the following statement, to wit:

"This bank hereby notifies all persons that in collecting the draft to which this bill of lading was attached, it is acting as a collecting agency only; and is not responsible for the genuineness of this bill, nor for the quantity, quality or the delivery of the goods called for thereby, nor for the genuineness of the endorsements thereon.  
"Baltimore, Md., ..... 1911.

..... Bank,  
"By ..... Cashier

"All banks, parties to the agreement, shall engage that without exceptions for any cause, or from any customer, they will accept as collateral only bills upon which such signed impression or writing shall appear or upon which in its absence shall appear in writing a statement signed by the proper agent of a delivery carrier in this city to the effect that such carrier has a manifest or other evidence of genuineness.

"Merchants entering the agreement shall engage that they will not offer or attempt to pledge with any banking institution in this city any bills of lading not vided as indicated any further that should they find that any bank or collecting agency in this city would for any reason decline to affix in the form indicated the required certificate, the drawees of drafts having attached thereto bills upon which the desired certificate is not furnished, shall forthwith advise the makers of the drafts that future drawings must be so routed as to reach one of the banks co-operating in the agreement and at the same time naming the banks assenting thereto."

This action was made very necessary, owing to a fact that the Clearing House Association a fortnight previously, by a practically unanimous vote, had decided not to make any further advances on bills of lading unless the bills of lading are stamped and guaranteed by the Chamber of Commerce, which means that the guarantee of all the grain men in the city would be behind the bill of lading offered as collateral.

Sheldon, N. D., began shipping corn on December 13 for the first time in its history.

H. J. Rogers of Lamson Bros. & Co., of Chicago left recently for a trip through Texas and the Southwest on a business and pleasure trip.

C. E. Timberlake, with B. S. Wilson & Co., Chicago, made a sale of one car of Pacific Coast barley on January 12 at \$1.25, said to be the highest price on the present crop.

C. S. Rainbolt, formerly with the Caver's Elevator Company of Omaha, Neb., has formed the Rainbolt Corn Company and engaged in business on the Omaha market.

Capt. J. P. Rumsey, head of the firm of Rumsey & Company of Chicago, Ill., left Chicago on the evening of January 9 for California where he will spend the next two months.

A calendar worth special notice has been sent to the trade by Harry W. Kress, of Piqua, Ohio. The illustration shows "Canadian Mounted Police" and is typical of the great Northwest.

The Northern Grain Commission Co. of Minneapolis, Minn., has been incorporated with a capital stock of \$25,000. The incorporators are O. E. Zonne, George F. Metcalfe, O. E. Cawcull and F. C. Nass.

The Ward Grain Company of Lima, Ohio, the organization of which was mentioned in our last issue, has filed articles of incorporation with a capital stock of \$10,000. Albert E. Ward and others are incorporators.

The Graham & Martin Grain Co. has been incorporated at St. Louis, Mo., with a capital stock of \$8,000 to carry on a general grain business. The incorporators are Thos. K. Martin, George L. Graham and George Batz.

Frank B. Gordon, who has been Illinois representative for Bartlett, Frazier & Co., for the past two years, has engaged with Gardiner B. Van Ness, Postal Telegraph Building, Chicago. He will serve in a similar capacity in his new connection.

Bert A. Boyd of Indianapolis, Ind., remembered his friends at the holiday season with a very handsome desk clock. In presenting the gift he wrote: "May your holidays be days of pleasure and may the new year bring to you and yours all the blessings of good health and success."

The Grain Growers Export Co., Ltd., has been incorporated with \$250,000 capital and office at Winnipeg, Man., to deal in grain, and in connection therewith to own and operate vessels and other means of transportation, grain elevators, etc. The incorporators are W. G. Hall, J. Wright, W. H. Trueman, W. Hollands, T. W. Robinson, and E. Smith, Winnipeg.

A very handsome and serviceable calendar for the coming year has been mailed to the trade by P.cker & Beardsley of St. Louis, Mo. The last pages of the calendar are given up to useful information such as the quantity of seed used per acre of all grains, the weight of produce per bushel, and equivalent prices of clover seed and timothy seed in pounds and bushels.

C. E. Newton and J. F. Price, who have been doing a general hay and grain business at Columbus, Ohio, under the style of the Southern Grain & Hay Co., have dissolved partnership. C. E. Newton has retired and a new company has been formed, known as the Southern Grain & Coal Company, which will carry on the business at the old location. Jonathan Orr, with Mr. Price, are the principal owners of the business.

Johnston & Mackenzie have engaged in the grain business in Chicago with offices at 55 Board of Trade Building. Both men are well known in Chicago grain circles. R. S. Johnston has been for years up to last spring the president of the Star & Crescent Milling Co. of Chicago and J. V. Mackenzie has been for years with Clement, Curtis & Co. The new firm will carry on a general grain business in hedging for millers and receiving and forwarding grain.

On the first of the year the Grimes-Stritmatter Grain Co. was organized to carry on a general grain business at Portsmouth, Ohio. The new firm was formed by the union of two old firms, H. S. Grimes of Portsmouth and Edward Stritmatter of Columbus, Ohio. Mr. Grimes has personally conducted the business at Portsmouth for upwards of thirty-four years. He has been president of the National Grain Dealers' Association and of the Ohio Grain Dealers' Association, and few men have a larger acquaintance or more favored reputation in the grain trade. Edward Stritmatter has been for a number of years engaged in the grain business at Columbus, Ohio, and is a man of experience and ability. In a letter to the trade Mr. Grimes says: "It is not what you might term a new firm; it is two old firms joining together. Mr. Stritmatter is a young man, and I believe a man of ability. He will bring into the new firm all the energy he possesses, which is unlimited, and will no doubt add to the business instead of detracting from.

The association of Mr. Stritmatter is to relieve me, if possible, of the laborious work that has been necessary to carry on the extensive business. Of course, I shall give my personal attention to the business, just as I have heretofore, when it becomes necessary, and I hope to have a continuation of the patronage of my friends."

We acknowledge New Year's greetings from D. G. Stewart & Geidel of Pittsburgh, Pa.; Pope & Eckhardt Co., of Chicago; J. F. Zahm & Co., of Toledo; Southworth & Co., of Toledo; Ware & Leland, of Chicago; Frank A. Witt, of Indianapolis. Very seasonable verses or sentiments were mailed to their friends and customers by these firms and we ourselves would take the occasion to express to our many friends in the trade the words of Tiny Tim in Dickens' Christmas Carol, "God bless us, every one."

Ware & Leland, the Royal Insurance Building, Chicago, have a poet in some department of their business. In their New Year's greetings to the trade there appeared the following lines:

"Nineteen Eleven was a good old soul,  
He did the best he could;  
His actions were at times severe,  
But generally were good.  
"Let's look for better things from now  
With feelings of good cheer,  
We wish to all for Nineteen Twelve  
'A Happy, Glad New Year.'"

## MICHIGAN BEAN JOBBERS.

The annual meeting of the Michigan Bean Jobbers' Association was held at Detroit on Jan. 10 and 11. About 100 members were present. In the reports of officers it appeared that the Association is the strongest in the country because Michigan grows more beans than any of the others. The crop of 1910 was 6,167,000 bushels. In 1911 it started out to be 7,000,000 bushels and would have been but for the wet months in the fall, which prevented the beans from properly drying. About 5,000,000 bushels of hand picked beans is the result—some say less and believe the price will soar inside of three months. Beans now are \$2.33 in Detroit, as against about \$2.20 a year ago. The farmer now is getting from \$2 to \$2.10 for his beans, which is a good price and yields a fine profit to farmers who know how to raise from 25 to 35 bushels to the acre.

The principal paper of the first day was one on, "Better seed and better methods in bean culture," by F. A. Sprawg, of the Michigan Agricultural College. Mr. Sprawg told the jobbers that the farmers are cheating themselves by getting a half crop. Their acreage should yield twice what it does. The way to bring this about is to go through the crop and pick out the best plants and mark them. Then in the fall gather these and thrash them by hand and save them for seed. Next year do the same thing and it will result in earlier and better crops, vines with 75 instead of 35 pods, and a fine profit for the farmer. C. E. Depuy, of Stockbridge, led in a discussion on the possibilities of a campaign for larger yields and better beans.

## BILLS OF LADING.

On Jan. 12, President F. Welch, of Owosso, in his annual address, advised members to be careful with their bills of lading. Shippers should see to it that the bills are properly drawn up, signed and stamped by the railroad agents with whom they do business. The day was when the banks would accept anything that looked like a bill of lading, but nowadays this kind of collateral is scrutinized very closely. Within the last month there has been so much talk about forged bills of lading that more attention is paid to these securities.

The most important business matter of the final session was the adoption of the report of the arbitration committee. Last fall the committee reported on a new form of contract whereby the beans were to be sold by net weight, with extra charge for the bag or other container. The habit has been to fill a bag and sell it at the price by weight of the beans. The wholesalers objected to the new form which was to have been made operative on April 1 next, and in order, therefore, to give it farther consideration the committee favored postponing the time of the new order until April 1, 1913.

G. F. Allmendinger of Ann Arbor discussed the question of employers' liability and said that the matter either should be covered by legislation or by mutual insurance. At any rate, the time has come when it must be figured as one of the hazards of business.

D. A. Garfield of Albion, secretary of the Association, read an interesting paper on experience with northern grown seeds. The farmer could use a better grade of seed with profit to himself. In Calhoun County they used northern grown seeds and in two seasons had eradicated the blight which had affected their past crops and been able to raise much better crops. This led to an increased area and yield, and the same system would help any section where there has been trouble.

Several committee reports were read during the session.



## BARLEY and MALT

The Rice Malting Co. is completing its new elevator at Winnipeg, Man. It will cost about \$100,000 when finished.

Hulbard-Warren & Chandler, Chicago, a few days ago sold a car of barley from northwestern Iowa at \$1.35, the then highest price in a good many years.

The Canada Malting Co., Winnipeg, Man., is building an addition to its plant and increasing its storage capacity. James Stewart & Co. have the contract.

December reports of the winter seedings of barley in Europe showed favorable conditions in about all the several countries, though the winter barley crop is small in most, with exception of certain districts.

The H. G. Dehring elevator at Curtice, O., won a \$25 prize at the late Brewers' Exposition in Chicago. As the second largest shipper of barley in Ohio he was entitled to enter a locally-raised sample for competition; and it won a prize.

The L. Rosenheimer Malt & Grain Co. has a large force of men at work at Kewaskum, Wis., rebuilding the malt house that was recently destroyed by fire. It is expected that the company will be able to commence malting again in the spring.

Wisconsin in 1911 grew 800,000 bus. of pedigree barley, according to Prof. R. A. Moore of Madison; and he adds that "during the past ten years pedigree barley has yielded an average of 50.7 bushels per acre at the experiment station while the average of the state for common barley has been 28.7 bushels. Wisconsin will probably raise enough pedigree barley in 1914 to seed all of the barley fields in the world." One-eighth of all the barley grown in the United States is now produced in Wisconsin.

Barley from South Russia, sent to Nicolaieff for export contains for the most part 15 to 20 per cent of admixture of oats, whereas the German-Netherlands contract governing imports by western Europe allow only 1 1/4 per cent. Looking upon this admixture as a useful feeding stuff, almost equal in value to barley, the exchange committee considers the above stipulation of the German-Netherlands contract very irksome, as it causes a great amount of loss to exporters and growers, owing to their being compelled to give away a valuable product, and thus depreciate the principal product, barley. The oats have not been added intentionally but are natural to Russian barley as they grow with it. Considering, therefore, the above stipulation about compensation very unjust, the Nicolaieff Exchange proposes to memorialize collectively the Ministry of Commerce to confer with the German Handelstag about the alteration for the current year of the stipulations of the contract, allowing a larger admixture of oats, and relieving the conditions of compensation for the admixture in excess.

### BARLEY MARKET.

BY A. L. SOMERS,  
President Somers, Jones & Co.

The barley market during the week ending January 6 showed the greatest strength on the crop and the highest prices. Malting barley was \$1.10 to \$1.32, mainly \$1.15 to \$1.30, and feed barley from 90c for very poor, thin, dirty qualities, to \$1.05 for just below malting in quality. Sales the last two days of the week showed a decided narrowing down in the range of values, the good medium qualities selling much closer to the price of the choice than at any time on the crop. It was possible at that date to sell good medium barley at from \$1.25 to \$1.30 per bushel, such as a week or ten days before would have been discounted fully 10 to 12c per bushel from the outside price. This narrowing down in the range of prices is the usual thing on extremely firm markets with light supplies.

The reserves in first hands are probably the lightest in years for this season of the year, and it is becoming a question of getting barley sufficient for requirements to the end of the season. Local maltsters appreciate this, and are keeping covered fully; they are, in fact, unable to meet all the demands made upon them for malt. The result will probably be that the inferior Canadian barley will have to be drawn upon to piece out the needs of the trade. Barley from north of the line comes mostly from the Manitoba district and west, and to a large extent is weather damaged or frosted, so much so that its growing qualities have been badly impaired. Under the circumstances, the trade will buy it only when compelled to by the scarcity of better qualities.

The California and other Coast territory has been so nearly drained dry of its supplies that large offerings from that source are not to be expected; and apparently it is going to be a question whether the trade will get sufficient barley to run until the crop of 1912 becomes available. All indications point to materially higher prices, under the circumstances, and we would not be in the least surprised if we see \$1.50 barley before long. At the same time, there is no getting away from the fact that

barley is bringing extreme prices. It is the highest grain on the list, selling, as it is at present, at over 2 1/2c per pound, with wheat and oats only a little over 1 1/2c a pound and corn 1 1/4c a pound.

Barley, however, is a specialty by itself; and working, as it does, on an entirely independent footing, it would not be in the least surprising if further extremes in prices will be reached. Stocks of malt and barley are bound to be more nearly used up than at any time in the history of the country, and when the new crop barley becomes available next summer, the probability is that there will be an immediate and pressing demand for all barley offering at that time. This is likely to be so much the case that another year of high prices will follow. Under the circumstances, it seems advisable for farmers to put in a heavy acreage of barley and to use the best seed obtainable in the country for the purpose. The barley from the western Minnesota and Dakota territory is too badly mixed with black oats and wheat, and it is to be strongly hoped that farmers will do more to improve the quality of their barley crops. It will pay them well. The range in prices is enormous and premiums of 20c and even 30c per bushel for good malting barley over low grades are certainly incentive enough to bring about the most careful selection of seed.

In the Somers, Jones & Co. letter of Jan. 12, Mr. Somers adds to the above:

Barley made a new record price today, selling at \$1.36 and \$1.37 for fancy. Receipts are extremely light and a material increase is not looked for. The fact is, the country reserves are about used up and a heavy movement at any time is unlikely. It points to well-held prices, to say the least, although a moderate easing off in the medium and low grades, which sold up too high relatively on the bulge, is likely, should there be a fair run of barley after all, with more moderate weather. There were free sales of barley "to arrive" today, said to be largely of the Coast variety; and, while prices were not made public, it is well understood that they were materially higher than has been obtainable lately for the same kinds. Consignments on the market are in order and results certain to be very satisfactory.

Barley quotations for Jan. 12 were as follows: Malting, \$1.15-\$1.37, mainly \$1.20-\$1.33; feed, 95c-\$1.10; the supply light, the demand good; choice, 1c to 2c higher, balance easy. The trade is anxious for round lots of mellow barley, the Iowa, Minnesota or Wisconsin kinds, and these bring fair premiums over spot cars of the same quality, except for the very fancy, which sells as well spot as "to arrive." Express us good sized samples if offering round lots.

[From American Brewers' Review.]

### THE FUTURE OF BARLEY.

BY W. H. PRINZ.

Here is the question: What do we do to improve the situation? We are trusting to luck that next season will be better; and here we are. Our seed barley, or the bulk of it, is in bad condition. The farmer has sold his best barley because it brought the highest price and has retained the low grade barley for his seed; and the bulk of this low grade barley is very smutty. If the farmers use this low grade smutty barley for seed, they will find that they will get very little in return, and that we will be in the same condition again when the harvest comes as we are now. The making or passing of resolutions at conventions and other talk does not better conditions; something must be done, and that very soon, as the new season is only a few months off, and it will take time to reach the farmer and tell him what should be done.

The much talked of work by the different boards of trade and chambers of commerce did not amount to much last season. Their whole aim was to collect money; and then they sent out a circular which was a copy of what the different agricultural stations had said about raising barley. Every farmer can get these circulars out of first hands, direct from the agricultural stations, by simply writing for them, without having the same re-hashed by a committee from the board of trade and published only in part. Now they come with a new scheme—they want to send out educational cars with exhibits and lectures. This will cost considerable money and will have no effect and will not reach the farmer. I have personally visited such cars, and have taken special notice of the people who listen to the lectures. They were mostly town people, and very few farmers; and if some of these lecturers could have heard the criticisms of these few farmers present, they would have closed up their cars and gone home. Many farmers whom I have met were more than willing to learn, but they want to learn from somebody who has practical experience, and not from a man who is a mere theorist and gives a lot of statistics. . . . My idea about improving the barley crop is entirely different, and I would propose this: We have still in existence a committee on awards of the last Exposition, and a jury for hops and barley. This committee of awards should form a parent body and the other committees from the board of trade, or chamber of commerce, the U. S. Brewers' Asso-

ciation, maltsters, or brewmasters, should all report to the committee on awards. To this committee on awards belong not only the practical men of the trade, but also members of the different agricultural stations and the U. S. Department of Agriculture.

For the next season, however, the time is too short; and I would suggest this: that the committee on awards should get to work and address the barley growing farmers, and have them send in their seed barley for examination, together with a description of their soil, and that this work should be done free of charge to the farmer. Then give him all the instructions necessary. Tell him if his seed is fit to produce a good crop; also how much per acre should be sown; how to practice crop rotation; and how much and what fertilizer to use, as it was clearly shown that the barley that got the highest prices at the Exposition was raised on land well fertilized. Then, in a dry season, tell him how to adopt dry-farming methods, and when to cut his barley and how to treat the same during and after harvest, and keep up this prize giving contest we had at the last exposition, and we will soon achieve results.

### COST OF PRODUCING BARLEY IN IMPORTANT BARLEY STATES.

The following data concerning the cost of producing barley in 1909 are given by the Crop Reporter. The figures are the averages of estimates of about 200 correspondents of the Bureau of Statistics:

Item.	Wis- con- sin.	Min- ne- sota.	Iowa.	Da- kota.	South Da- kota.	Ne- bras- ka.
Cost per acre for—						
Preparing ground for seed .....	\$2.22	\$1.83	\$1.25	\$1.83	\$1.61	\$0.97
Seed .....	1.38	1.21	1.22	.97	1.02	.89
Sowing .....	.69	.42	.36	.46	.37	.48
Harvesting .....	1.58	1.22	1.37	.99	1.15	.93
Preparing for market. 1.60	1.38	1.25	1.69	1.26	1.04	
Rental value of land.. 4.16	2.67	4.80	2.36	2.73	2.43	
Other items of cost... .73	.62	.39	.29	.49	.29	
Total cost per acre—						
Including item of rental .....	12.49	9.43	10.64	8.59	8.71	7.21
Excluding item of rental .....	8.33	6.76	5.84	6.23	5.98	4.81
Yield per acre, bush..30.0	25.0	28.0	25.0	24.0	23.0	
Cost per bushel—	cts.	cts.	cts.	cts.	cts.	cts.
Including rental .....	41.6	37.7	38.0	34.4	36.3	31.5
Excluding rental .....	27.8	27.0	20.9	24.9	24.9	20.9
Value of grain—						
Per bushel.....60.0	51.0	54.0	47.0	51.0	45.0	
Per acre, dollars.....18.00	12.75	15.12	11.75	12.24	10.35	
Average size of fields, acres .....	12	28	19	50	44	42
Value of land per acre, dollars .....	77.43	51.00	106.36	33.96	52.08	40.00

### WHEAT MALT.

Owing to the high price of barley malt, numerous brewers have been using wheat malt for some months past. The cost of wheat malt, which at present is selling at about 90c a bushel of 34 pounds, is equal to 2.6c a pound, as compared with \$1.32 a bushel for barley malt, or nearly 4c a pound. To get the best results in brewing, those who have made careful experiments declare that one-half wheat mixed with one-half barley malt is giving very satisfactory results. Reports state that vinegar and yeast manufacturers can use wheat malt in the whole and without mixing with barley malt. It is a well known fact that Weiss beer brewers have been using wheat malt for many years past.

A new product on the market is black wheat malt, which is regarded as an excellent coloring material for beer and porter to be used in place of black barley malt. The price of the black wheat product is more than 25c a bushel cheaper in price than the black barley malt, yet it has 15 per cent more extract, and its coloring power is fully equal to that of black barley malt. The present price of black wheat malt is about 91c a bushel, basis Chicago, and there are 28 pounds to the bushel, while black barley malt is selling at about \$1.17 a bushel of 26 pounds.—Brewers' Bulletin.

### RAKING THE WORLD FOR BARLEY.

The Norwegian steamer "Arna" recently sailed for England from Pacific Coast with 328,000 bushels of barley aboard, which will be unloaded at Harwich. This is said to be the largest cargo of barley ever shipped. A correspondent of Liverpool Milling adds: "It is indicative of the way in which the world is being raked over for barley this season that a steamer is in passage (Oct. 28) from Spain to Ipswich and one from Tunis to the same port with barley. It is a long time since Spanish barley figured among British east coast grain imports." The steamer Sebastian had previously unloaded a large cargo of Persian barley at Plymouth and Southampton. In Edinburgh the same week the price of barley exceeded that of wheat by 1 1/2c per bushel.

Adolph C. Keitel, a malt broker, in New York, who has for years been fighting the American Malting Co. as a "trust," has been sent to the psychopathic ward in Bellevue Hospital for observation. He is under conviction of publishing a libel of the company named.



## HAY AND STRAW

Hay is bringing \$15 in the field in all parts of California.

A. D. P. Keith has an alfalfa mill in operation near Hansen, Idaho.

Prairie hay is selling at \$11 a ton in Smith Center, Kan.; alfalfa at \$12.

Hay at Portland, Ore., is selling as fast as it arrives, yet the arrivals are slow.

Richard Knox has sold his hay business in Brooklyn, N. Y., to Levy Brothers & Co.

The hay crop of Germany is only 27,000,000 tons, nearly 50 per cent less than last year.

No hay can be bought in the East less than \$23 a ton; it is bringing \$26 in New York City.

The demand for Canadian hay is growing in England. Clean timothy is bringing about \$25 a ton.

Los Angeles is short on hay as crops were deficient in California, Arizona, Nevada, Utah and Oregon.

Hay prices in Redlands, Cal., range from \$18 for alfalfa to \$25 for tame oat hay. Straw is bringing \$10 per ton.

The alfalfa mill at Kerman, Cal., ground about 6,000 tons of alfalfa last season, paying from \$6.50 to \$8.50 per ton for the hay.

The Irish hay crop for 1911 was only 4,574,567 tons against 5,778,244 bus. in 1910. The shortage was caused by abnormal heat and drought.

Choice barley straw has been selling at a good price in Modesto, Cal., but other grades are not in demand and sell very slowly and at low prices.

Hay is a drug on the market at Bozeman, Mont. Railroad rates are so high that it cannot be shipped to either San Francisco or Kansas City and sold at a profit.

Last month there was an embargo on all three railroad warehouses for hay in Philadelphia. The Pennsylvania Railroad, however, raised its embargo January 2.

All the New England states except Vermont had a smaller hay acreage last year than for the ten years preceding. There has been an increase of only 83,000 tons in the last ten years.

J. Vining Taylor, Secretary of the National Hay Association, reports that the exports of hay and chaff to the Philippines during 1909 were valued at \$6,507 and in 1910 at \$3,038.

The harvest of salt hay from the marshes along the Atlantic coast is in full swing. Early in the summer the hay has a high feeding value but when dry the hay is used only for hedding animals and for packing purposes.

Receipts of hay in Minneapolis have been under the demand for some time, but prices do not seem to be affected. The weather has made some roads impassable and prevented some of the hay from coming in from the farmers.

The Coldwater Hay & Supply Co. has been incorporated at Coldwater, Ohio, with a capital stock of \$10,000, by John W. Long, Charles Hess, E. H. Hess and others. The company will deal in hay and straw at wholesale and retail.

The Greenfield Grain & Hay Co. of Greenfield, Ohio, has filed articles of incorporation. The company, which will deal in grain, hay and straw, is capitalized at \$25,000 and is incorporated by J. A. Harps, J. E. Iseman, and others.

Chicago hay dealers say that the motor truck has not curtailed their business to any great extent. The loss of the business of the carriage owners who have bought automobiles is negligible compared with the volume of trade with the owners of truck horses.

The hay embargo placed by the Erie Railroad, Nov. 28, on all shipments of hay consigned to Long Dock, Jersey City, or New York City, is cancelled except that it will remain in effect on shipments of hay routing via connections at Jersey City, N. J., Weehawken, N. J., and Bergen Junction, N. J., and for unloading at Long Lock.

Ranchers of the Pryor Creek country near Billings, Mont., are complaining that their hay is being eaten by herds of cattle that have been turned loose on the range near Peritsa. It is said that 35,000 steers were brought from the Powder River country and turned loose and as no fences will hold them the hay supply is being lessened by their ravages. The ranchers have not more than enough hay for their own animals.

### ENGLISH HAY TRADE.

Recent advices from London, England, state that attempts are being made to remove the embargo placed on hay from France and Holland, owing to the foot and mouth disease in cattle in those countries. If this can be accomplished, it is said, England would be able to draw considerable quantities of hay from both countries to compensate for her own shortage. It is thought, however, that the

English government will not consent to the importation of hay from either of the above countries as long as the mere suspicion of cattle disease exists there. But be that as it may, England will need all the hay Canada can spare her between now and the new crop.—Montreal Trade Bulletin.

### NATIONAL HAY ASSOCIATION.

A circular letter by J. Vining Taylor, secretary of the National Hay Association, Winchester, Ind., says: "We have been authorized by our Board of Directors to make a campaign for new members and accept \$7.50 in payment of same up to and including June 30, 1913. If you are interested in broadening the work of the Association and bettering conditions in the hay trade, write me at once for particulars. Do it now. Don't wait until tomorrow. If not interested, please mail to someone whom you think will be."

The circular is accompanied by a hooklet giving the personal opinions of many members of what the Association has done for them.

### MINNEAPOLIS HAY EXCHANGE.

Members of the Minneapolis Hay Exchange who have desired to effect changes in business methods, withdrew in December from that body and organized another association, which will be known as the Minneapolis Hay Board of Trade. C. C. Chambers was elected president.

Mr. Chambers said that regular daily meetings will take place at 11:30 a. m. at room 302, Corn Exchange building. He gave the list of members of the new association as follows: W. J. Tierney, R. T. Hart, W. E. Culbert, C. C. Chambers, T. H. Kerwin, H. L. Elliott, W. P. Devereux & Co., W. T. Chapman, Cleveland & Co., T. J. Tierney and The Fruen Cereal company. Other officers elected were W. E. Culbert, vice president, and T. J. Tierney, secretary and treasurer.

### NEW MEMBERS NATIONAL HAY ASSOCIATION.

Secretary J. Vining Taylor reports the following new members of the National Hay Association: C. B. Stafford, Memphis, Tenn.; Omer Hebert, Yamassee, E. P. Q.; E. I. Humphrey, Grandledge, Mich.; A. Whitney, Ohio City, Ohio; Parkersburg Brokerage Co., Parkersburg, W. Va.; Lenapah Grain & Hay Co., Lenapah, Okla.; Escanaba Produce Co., Escanaba, Mich.; D. A. Bowen & Co., Vernon, Kan.; Albert Gray, Iola, Kan.; Dickey Bros., Washington, D. C.; Alliance Alfalfa Hay Co., Lamar, Colo.; McKellar Grain Co., Toronto, Ont., Can.; Southwestern Hay & Grain Co., Kansas City, Mo.; Pettisville Grain Co., Pettisville, O.; The Garman Grain Co., Delphos, O.; H. W. Smith, Buxton, Kan.; Robert F. Mercer, Bowling Green, O.; Shepard, Clark & Co., Cleveland, O.; Fowler Commission Co., Kansas City, Mo.; Schmidt Brothers, Farina, Ill.; E. L. Shute & Co., Philadelphia, Pa.; Eyer & Company, Wilkes-Barre, Pa.; Eureka Milling & Ele. Company, Brown City, Mich.; W. L. Berry, Girard, Kan.; W. M. Patterson, Yates Center, Kan.; Childerhose & Pratt, Ottawa, Ont., Can.; Pierceton Grain Company, Pierceton, Ind.; Farmers Grain Company, Pleasant Mills, Ind.; Burk Elevator Company, Decatur, Ind.; Bowers-Niblick Grain Co., Decatur, Ind.; J. H. Bernard, St. Hyacinthe, Que., Can.; O'Neill Hay Company, O'Neill, Neh.; Oatman & Monfort, Cleveland, O.; Bryant Grain Co., Bryant, Ind.

### CENSUS HAY STATISTICS.

The Census Bureau on Dec. 15 published the following preliminary figures of the hay and forage census for year 1909:

ACREAGE AND PRODUCTION IN TONS.		
	Acres.	Production.
Hay and forage, total....	71,915,457	97,147,446
Timothy alone.....	14,675,375	17,972,678
Timothy and clover mixed.	19,536,644	24,742,868
Clover alone.....	2,442,836	3,158,840
Alfalfa .....	4,702,230	11,850,106
Millet or Hungarian gr. ss..	1,113,179	1,539,578
Other tame or cultivated grasses .....	4,210,470	4,160,656
Wild, salt, or prairie grasses	16,868,374	18,117,043
Grains, cut green.....	4,254,177	5,277,737
Coarse forage.....	4,093,256	10,073,407
Root forage.....	18,916	254,533

The total value of the crop of 1909 was \$822,476,137.

The acreage of hay and forage in the United States has increased from 61,691,000 in 1899 to 71,915,000 in 1909, a gain of 10,224,000 acres, or 16.6 per cent. The production has risen by a greater proportion, increasing from 79,252,000 to 97,147,000 tons, a gain of 17,896,000 tons, or 22.6 per cent. The value has increased by a percentage very much greater still, rising from \$484,255,000 in 1899 to \$822,476,000 in 1909, a gain of 69.8 per cent.

The hay and forage crop is relatively much more important in the North and West than in the South. Of the total acreage in the U. S. in 1909, four-sevenths, 41,801,183 acres, was found in the two North Central divisions; nearly one-eighth, 8,528,-

138 acres, was in the Middle Atlantic division, which shows a larger proportion of its total improved farm land in hay and forage than appears in any other division. The South as a whole (South Atlantic, East South Central, and West South Central divisions) reported about the same acreage, the land in hay and forage in this section being 8,614,170 acres. New England reported 3,797,598 acres, which is a relatively large amount in view of the comparatively small total acreage of improved farm land in that division. The Mountain and Pacific divisions together reported somewhat more than one-eighth of the total acreage, 9,174,368 acres.

The distribution of the production corresponds roughly to that of acreage. The Mountain and Pacific states show a larger proportion of the total production than they do of the total acreage, while the South reports a smaller percentage of production than of acreage.

The ten leading states in the order of acreages of all hay and forage in 1909 and 1899 were:

1909—1, Iowa; 2, New York; 3, Nebraska; 4, Kansas; 5, Minnesota; 6, Missouri; 7, South Dakota; 8, Illinois; 9, Ohio; 10, Pennsylvania.

1899—1, New York; 2, Iowa; 3, Kansas; 4, Missouri; 5, Illinois; 6, Pennsylvania; 7, Minnesota; 8, Ohio; 9, Nebraska; 10, Indiana.

In production the rank was as follows:

1909—1, Iowa; 2, New York; 3, Minnesota; 4, Kansas; 5, Nebraska; 6, Wisconsin; 7, Ohio; 8, Illinois; 9, California; 10, Missouri.

1899—1, Kansas; 2, Iowa; 3, New York; 4, Minnesota; 5, Missouri; 6, Illinois; 7, Pennsylvania; 8, Ohio; 9, Nebraska; 10, Wisconsin.

### ASIATIC BEANS.

Although the bean crop in 1910 was about 20 per cent above the average and the quality was better than usual, the year's transactions in this staple article were to a great extent unprofitable, says Consul Baker at Antung. A mania for speculation seized the dealers. As a consequence, several of the large firms became bankrupt and the bean market was demoralized. As the local conditions at Antung, however, are quite peculiar, and owing to the Yalu River being closed by ice for nearly five months each year, it is difficult to describe the trade for one year without reference to the year which precedes or follows. This is especially true with regard to the bean market, for the beans which are produced in one year are generally not exported until the year following. The bean crop is harvested in the autumn, and the farmers customarily wait until the roads are frozen before hauling it to market. The river, however, freezes at the same time and the beans are consequently held at Antung until spring. Meanwhile they are mostly sent to the mill and converted into bean cake and bean oil, the former article figuring chiefly in the export trade, large quantities of the latter being consumed locally. In view of the foregoing explanation, and the fact that the bean crop of 1909 was below the average, it may not be surprising to note that, in spite of the large production in 1910, the export figures for that year show a decided decrease.

### FEED CORN IN GERMANY.

"Maize from the United States, known here as 'mixed maize,' is in little demand in Bavaria," says the American Consul. "Dealers can give no other reason except that there is a prejudice against the mixed yellow and white grains, although there seems no reason why it always comes here 'mixed,' as they say it does. This year, I believe, offers a good opportunity for increasing the sale of American maize in Bavaria and for perhaps popularizing it. It can certainly be brought here cheaper than South American maize and often as cheaply as Russian [can it?] and Bulgarian maize. The route in every case is practically an all-water route—from North or South America up the Rhine to Mannheim or Wurzburg and from Russia and Roumania by way of the Danube to Passau and Regensburg. Danube navigation is, however, uncertain in dry weather and it sometimes happens, and has this season been the case, that freight rates in the upper Danube are so high as to be prohibitive, and maize from Russia and Roumania can be shipped cheaper by way of the Black Sea, Mediterranean, the Atlantic and thence up the Rhine to Mannheim, and is worth 1 mark (23.8 cents) per 100 kilos (220 pounds) more at Passau or Regensburg on the upper Danube than at Mannheim on the Rhine.

"The market for maize for all Bavaria and for all southern Germany, Switzerland and Italy is at Mannheim. A few grain commission houses are found at Frankfurt, but the houses at Mannheim practically control the trade. No dealers in Bavaria buy direct from either the United States or elsewhere, either maize or other foreign grain. For north Germany the grain commission houses are at Hamburg or Berlin. Grain dealers say that with a good crop in the United States and reasonable prices, an increased demand for American maize can be created here."



## TRANSPORTATION

Rates to Duluth, effective February 1, will be the same from Canadian west points as to Ft. William.

On Dec. 27 no less than 3,343 cars of wheat were held up in transit in Canada by the C. N. Ry. alone.

New tariffs via Sioux City from South Dakota as far north as Garretson via G. N. and C. B. & Q., including the transit privilege, are effective January 25.

Buffalo is carrying about 9,750,000 bus. of grain in "bottom" storage this winter. All vessels having inside berths. The rate runs generally from 2 3/4 to 3 1/2 c, although some of the boats are earning as high as 7c.

Canadian shippers complain of the want of ocean space from St. John and Portland to carry the Manitoba wheat to the British markets. It is said that 5,000,000 to 6,000,000 bushels could have been sent forward during January and February if steamer space were available.

Rate advances on grain and grain products proposed by the Rock Island and its connections west of the Mississippi River, to become effective Dec. 20, were suspended by the Commerce Commission until April 20, 1912. The proposed rates will be investigated by the Commission.

The Commerce Commission will reopen the milling-in-transit question and give all those interested a hearing at Washington on January 29. General notice has been made; and it is understood that the entire question is to be considered, and not the application of transit to any particular locality.

Canadian railways on January 6 announced new rates on grain to Duluth on the same basis as to the head of the Canadian lakes. In the past the differential rate allowed by Canadian lines in favor of Fort William or Port Arthur has prevented Canadian wheat going east via Duluth. While this concession is made primarily to relieve elevator congestion in Canada, it may, it is said, continue indefinitely.

The Commerce Commission's special examiner, E. B. Henderson, in December heard a complaint by the Nanson Commission Co. vs. St. L., I. M. & S. R. R. Co., that shipments which pass through Thebes are higher than upon shipments billed through Memphis, the difference being more than 5c; and a reduction is asked which is resisted on the ground that such reduction would upset the grain rate "structure" for all of the vast territory of Southern Illinois, Missouri and Arkansas.

The farmers living in the northeastern part of Cass County, N. D., have sent a petition to the Railroad Commission stating that the Great Northern Railway is negotiating for the purchase of the elevator at Mason, N. D., for the purpose of moving it to a point on the Fargo-Surrey cutoff. The farmers claim that such a removal will leave them without any means of disposing of their grain, but the railroad states that the service will be even better under the proposed conditions and that the new town will be in a better position to handle grain than before.

On January 4 the Commerce Commission issued an order on the I. C. and other roads, effective within 30 days, to grant to grain shippers at Decatur, Ill., the same through transit privilege and elevation allowance of 3/4 cent per one hundred pounds on grain shipments as they grant to Cairo, Ill. The Commission holds that the refusal of the carriers to place Decatur on a parity with Cairo constitutes an undue discrimination against the former point. If the carriers do not voluntarily remedy the discrimination by Feb. 1 they will be compelled to do so by a mandatory order.

### LOWER RATE GOVERNS.

In J. J. Badenoch Co. et al. v. C. & N. W. Ry. Co. the Commerce Commission has ruled (Op. 1692) that "where conflicting rules which affect the rate are published, effective on the same date, in separate tariffs by the same carrier, the rule which will result in application of the lower rate is the one which is lawfully applicable to traffic to which such rules apply."

The complaint grew out of switching charges in grain at Chicago, concerning which there was a conflict in the tariff rules, no less than three affecting the charges in issue, including the following: "Grain ordered to private tracks, warehouses, elevators, or industries located on connecting lines; will be subject to the additional switching charges of connecting lines," which had been discontinued in a tariff effective months prior to the period covered by the charges complained of; and it has not since been put in force.

"It is conceded," says the Commission, "that the transportation service to be performed by the carrier was not ended until the cars were given the terminal delivery directed by the consignees. It follows that the switching service did not constitute a local transaction subject to the laws of Illi-

nois, but that the charges were subject to the act to regulate commerce.

"The Commission has held in its conference rulings that where conflicting rates are contained in a tariff, the lower of the rates so published is the legal rate. By a parity of reasoning the same rule should be applied to conflicting rules of different tariffs which become effective on the same date and affect the rate."

### CHICAGO AND THE SOUTHEAST.

In the complaint of Rosenbaum Bros. vs. The L. & N. R. R. et al., the Commerce Commission has ruled that Chicago shippers have been discriminated against in the matter of routing coarse grains from Omaha and surrounding territory to Atlanta and other points in the Southeast. The Commission held that the traffic, the point of origin and destination, and the rate to Cincinnati and Louisville being the same, the defendant lines south of Cincinnati and Louisville may not close the route of their connections through Chicago by demanding a higher rate for the same service upon shipments moved via Chicago than they demand upon the same shipments moved via other junction points.

The effect of the ruling is to establish through Chicago from the Missouri River the same rates to the upper crossings on grain destined to the Southeast as were in effect via other gateways, namely 13 cents on wheat and 12 cents on coarse grains. Chicago has had hitherto only a combination of locals, making the through rate of 19 cents on wheat and 18 cents on coarse grains.

### NEW RAILWAY JOURNAL.

The National Association of Railway Commissioners, an organization of state railroad, public service utility and interstate commerce commissioners, is to have an official organ which will carry monthly a resumé of the rulings, regulations and decisions of the state and federal transportation regulatory bodies. These data, which will be furnished direct by the various commissions, will cover not only the activities of the governmental supervisory bodies with respect to traffic, rates and service, but will also include an official account of orders along other lines, such as general operating regulations. Such a publication has been advocated for several years by the commissioners, and the records of past annual conventions of their associations show tentative indorsements of such a work; at the 1912 meeting, however, the matter was finally decided upon and the work of preparation and publication has been intrusted to the Traffic Service Bureau of Washington and Chicago. The commissioners' journal will be known as "Public Service Regulation." The first number will appear about January 15, 1912.

### FAILED TO ESTABLISH CLAIM.

In the case of E. R. Richards v. N. P. Ry. Co. et al., the Commerce Commission (Op. 1635) refuses relief for want of proofs. The complainant Richards alleged that defendants collected an unreasonable charge for the transportation of a carload of hay from Brainerd, Minn., to Tampa, Fla., in the month of February, 1909. The gist of the complaint is that the freight charges were assessed upon a minimum weight of 20,000 pounds, although the car was loaded to its utmost capacity and contained but 16,500 pounds. The Commission says:

"Complainant did not appear at the hearing; no witnesses testified in his behalf; and he presented no documentary evidence to prove the averments of his petition, the exact amount of the freight charges paid, or that the car was properly loaded. Defendants deny that the minimum in question was unreasonable, and their witness testified that complainant ordered a car of the size which was tendered to him for this shipment. Upon consideration of all the facts of record, it is our conclusion that the minimum carload weight under which this shipment moved was not unreasonable."

### THE MATTER OF REFUNDS.

The Commerce Commission in the complaint of the Interstate Grain Co. vs. C. & N. W. Ry. Co. et al., of overcharge on a consignment of oats from Hurley, S. D., to Chicago, rules that it is as unlawful for a carrier to overcharge a shipper as it is to give him a rebate. The opinion (No. 1691) says in part:

"The defendants conceded that complainant was overcharged as stated, but asserted that under the tariffs in force a charge of \$2 should have been made for reconsignment of the car from Sioux City to Chicago. Although the record is meager and does not indicate with precision all of the facts relating to the change in destination, upon the testimony now before us we are led to the conclusion that the shipment was subject to the reconsignment charge of \$2 and that the total charges collected should have been upon the basis of 18 cents per 100 pounds Hurley to Chicago, plus the reconsignment charge just mentioned. It follows that the amount collected constituted an overcharge of \$51.72 above the lawful tariff rate, which

sum, with interest from February 19, 1908, should be refunded to complainant without the requirement of an order by the Commission. Upon receipt of proof that this refund has been made, the complaint will be dismissed.

"The Commission takes this opportunity to call attention to the fact that under the act to regulate commerce it is as unlawful for a carrier to overcharge a shipper as to give him a rebate. We have assumed that such overcharges generally arose out of the carelessness of some clerk and that refund would promptly be made upon the attention of the carrier being drawn to the violation of law of which it was guilty. This assumption, however, has evidently been construed by the carriers into a declaration that this provision of law would not be enforced by indictment. Such a conclusion is not justified. The increase in volume of such cases upon our calendar seems to make it advisable that this provision of the law shall be more strictly enforced. In the present case the carriers admitted the overcharge at the hearing after putting both the shipper and the Government to no inconsiderable expense, notwithstanding the fact that they had been put upon notice months before the hearing that such an unlawful charge had been made. We shall hereafter expect that whenever a formal or informal complaint is submitted to a carrier it shall make answer at once admitting whatever overcharge has been made and give evidence that refund has been effected. In the event that this course is not taken the Commission will ask for the indictment of the guilty carrier."

### CERTIFICATE COVERING GRAIN DOORS FURNISHED.

Mr. Morris, chairman of the Central Freight Association, has called attention to the fact that the following provision in the tariffs of the east and south bound roads from Chicago is not being complied with: "In all cases a certificate, specifying the number of grain doors furnished with each car, must be given the agent at the loading station, and a notation shall be made on each waybill for cars loaded with commodities with which it is permissible to furnish grain doors, showing the number of grain doors actually supplied, in order to enable bills presented to be checked and to facilitate the adjustment of claims." This requirement of the tariff should be observed in order that proper notation may be made on the waybill, which will facilitate the checking and settlement of claims. The following form of certificate will be furnished upon application to Mr. E. Morris, chairman Central Freight Association, Rookery Bldg., Chicago:

SHIPPER'S GRAIN DOOR CERTIFICATE.

No. ....

This is to certify that the undersigned, on .....

(date)

supplied grain doors for.....R. R., Car

(initials)

No. ...., loaded at....., with

(station or elevator)

.....

(commodity)

Chicago, .....

Date....., 191...

.....

(shipper's name)

### ADDED PROFIT IN ONE COUNTY.

Last year the extension department at Ames, Ia., obtained samples of corn from 66 Pottawattamie county farmers and planted them in the same field on the county farm in that county. The results showed that if every farmer in the county had planted corn as good as that planted by the best five of these 66 farmers, the value of the county's corn crop would have been increased \$965,000. In securing the samples of seed, men were sent through the country to collect exactly the same kind of corn that the farmers were planting in their own fields. The samples were planted in plots on the county farm. Each sample was planted in four different plots to counteract any difference of soil or drainage. Three kernels were planted in each hill, by hand, so as to insure accuracy. The field was cultivated just as it would have been if not divided into plots, so that all samples received the same care.

O. J. Amundson, who has had charge of the elevator of the Western Elevator Co., at Redwood Falls, Minn., has been transferred to Boyd, Wis. J. H. Jackson succeeds him at Redwood Falls.

N. A. Leach, who has been in charge of the grain department of Kerr, Gifford & Co., grain dealers of Portland, Ore., for the past seventeen years, has resigned and will manage the property of the Wedderburn Trading Co., Wedderburn, Ore.

E. O. Wright has been elected president of the Wisconsin Milling Co., Menomonie, Wis., to succeed W. C. Ribenack. The company carries on a general grain business. J. F. McKellar, of Heron Lake, Minn., is now manager for the Farmers' Elevator at Kilkenny, Minn.



## OBITUARY

Adam Schneider, a well-known hay buyer of Garner, Iowa, died at Garner recently, aged 70 years.

George W. Roth, president of the Westwego Grain Elevators, died at his home in New Orleans, La., recently.

Burgoyne Maitland, formerly in the grain business at Baltimore, Md., died at his home in Brooklyn, N. Y., January 2.

Michael P. Cantwell, a grain and feed merchant of Albany, N. Y., died of typhoid fever in an Albany hospital recently.

J. H. Cressey, a prominent hay and grain merchant of Boston, Mass., died at his home in Malden, Mass., January 7, aged 74 years.

Claramon Hunt, a member of the hay and straw firm of F. A. Decker & Co., Providence, R. I., died suddenly at his home in Providence recently.

Levi Cook, a grain merchant, and for forty years a member of the New York Produce Exchange, died at his home in Brooklyn, N. Y., December 27.

George E. Macomber, manager of a grain company at Biddleford, Me., shot and killed himself December 19. No reason could be given for his act.

William H. Bassett, owner of the Kirklin Grain Elevator, died at his home in Kirklin, Ind., recently, aged 58. His death was sudden and unexpected.

Stephen K. Edwards, of the firm of William Edwards & Son, wholesale grain dealers of Southbridge, Mass., died at Southbridge December 31, after a protracted illness.

Adolph Gerling, a well-known cash grain man of the Chicago Board of Trade, died recently in Chicago, after a short illness. He was connected with the firm of Rumsey & Co.

George A. Hogge, traffic manager for Rosenbaum Brothers, of Chicago, died of pneumonia recently, aged 38 years. He was considered one of the best traffic men in the business.

Stewart E. Barrell, a member of the Chicago Board of Trade, and of the firm Finley Barrell & Co., died at his home in Evanston, Ill., on December 27, after an illness of three years.

Francis M. Lamb, a well-known member of the Chicago Board of Trade, died at Los Angeles on December 16, aged 73. He was a member of the firm of Lamb & King, Chicago, wholesale dealers in flour and feed.

James B. Austin, formerly in the grain business at Orleans, Neb., but recently a real estate dealer of Lincoln, Neb., died at Lincoln December 24, aged 57 years. His death was sudden, caused by heart disease.

George A. P. Kelsey, one of the pioneers of Illinois, died at his home in Chicago on December 17, aged 72. The last few years he had been in the grain business and was in the secretary's office in the Open Board of Trade.

John A. McLennan, a specialist in the construction of grain elevators, died in Chicago, on December 26, aged 63. He was a Canadian by birth, and when he retired ten years ago was considered an authority on the construction of elevators.

Elmer C. Packard, aged 57 years, for more than 30 years engaged in the hay and grain business of Brockton, Mass., died at Brockton, January 8, after a long illness. Thirty years ago he succeeded his father, Ellis Packard, in the grain business.

Arthur Knapp, aged 19, was smothered to death in the Farmers' Elevator at Hamar, N. D., December 19. He was endeavoring to remedy a choke and lost his hold, and before he could be reached he was smothered in the bin which contained flaxseed.

Thomas Hegeman, prominent for fifty years in the grain and seed business of New York City, died at his home in Flatbush, N. Y., December 20, aged 84 years. He was a member of the Produce Exchange and connected with the firm of Randolph & Co.

James Henry Hunt, an old-time resident of Chicago, and one of the earliest members of the Stock Exchange, died at Chicago, January 4, aged 71. He was a resident of Chicago since 1856 with the exception of four years which he spent in Cornell, Ill., in the grain business.

Henry B. Hathaway, at one time president of the Briggs Brothers Seed Co., Rochester, N. Y., and manager of the seed business of Crossman Brothers some years ago, died at Rochester, N. Y., on December 17, aged 73 years. He was one of the founders of the Rochester Chamber of Commerce.

William Smillie, 71 years old, for 37 years supervising state grain inspector, well known to everyone engaged in the grain trade throughout Chicago, died in Chicago on December 12. He was born in Ayreshire, Scotland, in 1840 and came to this country when he was 20 years old. He was accorded the unusual honor of having his name

posted on the Board of Trade Memorial list. This has occurred to a non-member only once before, in the case of R. S. Worthington.

John B. Adams, a prominent member of the Board of Trade, at one time one of the directors, died in Chicago recently. He was the son of Benjamin Adams, the first miller in Chicago.

Anton Asmuth, president of the Milwaukee Malting Co., Milwaukee, Wis., died in Milwaukee January 3, aged 61 years. He was born in Germany and came to Milwaukee at the age of 16. He became president of the Milwaukee Malting & Grain Co., and upon its dissolution in 1897 organized the Milwaukee Malting Co.

Edward L. Moon, for many years a grain broker at Danville, Ill., died suddenly at his Chicago office New Year's day. Heart trouble was the cause of his death. Twelve years ago he opened a grain brokerage at Danville, Ill., and continued that until a year ago, when he moved back to Chicago and was in active business there until the time of his death.

George W. Gardner, ex-mayor of Cleveland, Ohio, died at Dayton, Ohio, on December 18. He was a member of the firm of Otis, Brownell & Co., grain dealers. In 1859 he became associated with John D. Rockefeller in the firm of Clark, Gardner & Co. In 1861 he helped build the Union Grain Elevator at Cleveland. Mr. Gardner was 78 years of age and had retired from active business.

Leonard Dodge, a pioneer member of the Buffalo Chamber of Commerce, died in Buffalo on December 12, aged 67 years. He was born in Williamsville, N. Y., and early learned the milling business at the Erie Mills, Black Rock, N. Y. In 1864 he went into the milling business at Williamsville. His Williamsville mill burned in 1894. In 1872 he began a provision business in Buffalo which he continued until 1885, when he devoted his entire time to milling and elevator interests. In 1886 the Frontier Elevator was built and Mr. Dodge became secretary, treasurer and general manager of the company which operated it. In 1907 he was elected president of the Western Elevating Association. He was the first president of the Buffalo Chamber of Commerce, and was a member of the Board of Trade in 1864. He leaves a daughter and a widow. His work along commercial lines has made him a name in Buffalo and no man in Buffalo had a more consistent record of uniform and effective achievement.

### RESOLUTIONS OF RESPECT.

The directory of the National Hay Association have adopted the following resolutions in honor of members of that body who recently passed into the Beyond:

JOHN M. KLENCK.

A stanch, true and tried business man of Evansville, Indiana, Mr. John M. Klenck, passed to the Beyond in September, 1911.

Mr. Klenck lived to the ripe old age of 80 years. He leaves a reputation above reproach.

Two sons, Fred J. and Jacob L., survive him and will continue his extensive business under the firm name of J. M. Klenck & Company.

The Association tenders them our sympathy and bespeak for them a future in keeping with the reputation made by their respected father.

S. B. FLOYD.

The members of the National Hay Association are again reminded how ruthlessly the Reaper of Death claims when and whom he will.

S. B. Floyd of Pittsburg, Pa., died on December 2, 1911, and thereby the trade has lost a valued member and our Association a true and stanch supporter.

To his son who succeeds him in business, we offer our heartfelt sympathy. May the members of our Association emulate his high ideas.

F. L. KELLEY.

Suddenly, like a flash of lightning from a clear sky came the Messenger of Death to F. L. Kelley of Vinita, Oklahoma, on Nov. 2, 1911, while on a business trip to St. Louis.

Mr. Kelley was credited with being the "King among Hay Men" in his locality. He was a careful business man and enjoyed a reputation for fairness and honesty which value is beyond the price of rubies. The people of Vinita mourn his loss. The National Hay Association mourns his loss and extends to his wife, daughter and two sons their deepest sympathy in this time of their bereavement.

JONAS F. EBY.

Again our Association realizes that our members are not immune from the demands of the over-ruling Providence.

Jonas F. Eby of Lancaster, Pa., died on September 12, 1911. His early life was spent on the farm with the crude advantages it afforded. In 1882 he moved to Lancaster and entered the hay and grain trade and rapidly rose to prominence in the business life. In 1902 his son, B. Frank Eby, joined him as junior partner, under the firm name of Jonas F. Eby and Son.

Expressions of sympathy are herewith tendered by our Association to his wife, daughter and son, who survive him.

## PERSONAL

Sivert Bolstad, manager of the Great Western Elevator at Buttzville, N. D., has resigned.

P. S. Hanson of Foreman, N. D., has been placed in charge of the elevator at Hansboro, N. D.

W. J. Long has been elected manager of the Farmers' Elevator Co., of West Brooklyn, Ill.

John F. Shine, a grain dealer of Dedham, Mass., is a candidate for assessor at the coming election.

O. E. Mapes has taken charge of the Gruber Elevator at McVie, N. D., succeeding C. A. Cary.

Emmett Lanier of Linden, Texas, now has charge of the Texarkana Elevator Co., Texarkana, Texas.

The Farmers' Elevator Co. of Truesdale, Iowa, has employed Fred Bitter as manager of their house.

George Platz has taken charge of the Peavey Elevator at Wales, N. D., formerly in charge of E. Irvine.

Henry Stemper, expert of the Rosenbaum Grain Co., has returned to Chicago from Europe and Argentina.

T. R. Weems, formerly manager of the Bower & Brown Elevator Co., Porter, Okla., is now located at Mesa, Okla.

Axel Sorbo is in charge of the Burgess Elevator at Edmore, N. D., succeeding Samuel Snell, who recently resigned.

Clarence Benson, who has been manager of the Crosby Grain Co., North Hatfield, Mass., has resigned his position.

William A. Steinkopf, of Buffalo Lake, Minn., is in charge of the elevator of C. Steinkopf and John Nelson at Biscay, Minn.

J. L. Shearer, manager of the Farmers' Elevator at Ashton, Iowa, has resigned and will travel for a Minneapolis flour company.

M. E. Cirkendahl of Pocahontas, Iowa, has succeeded A. C. Schroeder as manager of the Farmers' Elevator at Pomeroy, Iowa.

A. C. Miller, who has been manager for the Farmers' Elevator at Streeter, N. D., has returned to his home in Harris, Iowa.

Carl Jorgenson, who has been buyer for the Farmers' Elevator at Wilmot, S. D., has accepted a similar position at Regina, Sask.

M. E. Thompson, who has been in charge of the Imperial Elevator at Culbertson, Mont., has been transferred to the elevator at Cando, N. D.

G. H. Ricketts, formerly of Claytonville, Ill., has been chosen to succeed Homer Bell as manager of the Watska Farmers' Grain Co., Watska, Ill.

Miss Eva Thom, of the clerical force of the Richmond Elevator Co., Richmond, Mich., will be married January 20 to Glen Walker of Armad, Mich.

J. E. Mitchell, bookkeeper for the Richmond Elevator Co., Richmond, Mich., was called to Ludington, Mich., January 8, by the death of his father.

R. B. Ehrle has resigned his position as agent for the Northwestern Elevator Co., at Hancock, Minn. The elevator has been closed for the season.

A. N. Morford of Bristow, Iowa, has retired from the elevator business and K. D. Rose has succeeded him with W. E. Boylan as his assistant.

F. M. Goggin has resigned the agency of the Hennepin Elevator at DeGraff, Minn., and is now with the Farmers' Grain & Supply Co. at Wautchope, Sask.

Martin McGuire has been transferred from the VanDusen Elevator at Midland, S. D., to Claremont, Minn. He has been succeeded by D. A. Welch.

R. L. Curry of Hope, N. D., has accepted the position as manager of the Farmers' Elevator of Laverne, N. D., and will take charge in the near future.

George A. Alexander has resigned his position as manager of the Northwestern Elevator at Corson, S. D., and Oscar Egge will have charge of the house.

S. S. Schell, who has been running the Burgess Elevator at Edmore, N. D., for the past year, has left for Grant's Pass, Ore., where he will spend the coming year.

David Heffer of Irondequoit, N. Y., head of the firm of Heffer & Co., grain dealers, recently broke his arm while getting out of a freight car near his warehouse.

C. R. Shain, of Minneapolis, Minn., is now buyer for the Eastern Montana Farmers' Elevator Co. The company will start buying at Intake, Burns and Savage, Mont.

William Davidson, a grain and hay dealer of Muscatine, Iowa, is suffering from an acute stroke of paralysis which came on him while feeding his horses. He was found unconscious on the floor of his barn December 21, and since that time has been in a hospital.



## IN THE COURTS

The Cincinnati Grain Co., of Cincinnati, Ohio, has filed suit against George Smith, for \$266.31, alleged to be due for merchandise and feedstuffs furnished.

D. G. Stewart & Giedel, Pittsburgh, Pa., ask \$525 damages for an alleged breach of contract by Drury Brothers Co., grain dealers of Youngstown, Ohio, regarding the delivery of grain to the plaintiffs.

The South Dakota Elevator Co., of Verdon, S. D., and other places, has filed a petition in bankruptcy with the United States court in Sioux Falls, S. D., scheduling assets of \$180,086 and liabilities of \$128,541.

Creditors have filed a petition against the Door County Elevator Company, of Sturgeon Bay, Wis. The company, which operates elevators in towns of Door County, Wis., has liabilities of \$45,000 and assets of only \$16,000.

The Bingham-Hewett Grain Co., of Louisville, Ky., has a suit pending against Frank Supple, of Bloomington, Ill., for \$95, alleged to be due from the failure of six cars of corn, shipped by the defendant to Louisville, to come up to grade upon their arrival.

Eugene W. Seaver has brought suit against the W. N. Potter & Son Grain Co., of Gardner, Mass., for \$5,000 for damages sustained while he was employed in the elevator of the company. He claims that he was seriously injured October 11 when several bags of salt fell upon him.

Donlin & Ryan, whose elevator at Delphi, Ind., was wrecked by a Wabash freight train October 7, have filed suit against the railroad company for \$15,000 damages. In their complaint they assert that the accident would not have happened had the train been traveling within the city speed limit.

James M. Fifer, a director of the Bryant Grain Co., of Portland, Ind., has asked the court to appoint a receiver for the concern. It is said that the company is indebted to the amount of \$9,500, and that a forced sale of the properties will not bring that much; so a receiver was asked to operate the business until the indebtedness is paid.

John A. Lamey, of Mobile, Ala., agent for the Ziliak & Shaefer Milling Co. and representatives of the American Grain & Fertilizer Co. and the Drago Grain Co., have been summoned to appear before the Commissioner of Agriculture at Montgomery, Ala., to show cause why they should not be adjudged guilty of violating the commercial feed stuff laws of the state.

R. F. Bicknell, formerly of Aledo, Ill., who was sued for \$18,000 by W. A. Fraser & Co., of Chicago, for losses on trades on the Chicago Board of Trade, was freed of the debt by the jury. Fraser & Co. sued for margins due to them in carrying the account of Bicknell. Bicknell's defense was that he had left Chicago in 1903, and that the account was unjustly charged against him.

The police of Superior, Wis., have made a number of arrests of boys alleged to be involved in systematic thefts of grain from freight cars. The police say that the gang consists of four or five men and about 35 boys. The boys have been stealing the grain and turning it over to the men for a small consideration; the men in turn sell it to private parties for nearly the market price.

William M. Leedy, of Fort Wayne, Ind., has been appointed receiver for the partnership of LaDue & Carmer, hay dealers of Fort Wayne and Auburn, Ind., which J. M. Carmer seeks to have dissolved. Carmer claims that the partnership engaged in the automobile business and a New York office was put in charge of Charles LaDue, and that LaDue abandoned the office owing the company several thousand dollars. Carmer states that the company is badly involved, and for that reason immediate action was necessary.

The Supreme Court of Vermont has affirmed the judgment of the lower court that gave Mrs. Ella A. Barney a judgment of \$14,000 damages for the death of her husband in the grain elevator explosion at Richford, Vt., in 1908. The explosion of the elevator at Richford occurred October 7, 1908, and Mr. Barney was one of the seventeen persons who were killed. His widow sued the Quaker Oats Co., which operated the elevator, and was given the decision. With interest and costs this death will cost the Quaker Oats Co. about \$16,000.

The suit brought by the Wichita Board of Trade Clearing House against Henry J. Nickel and the Massachusetts Insurance & Bonding Co., resulted in a verdict for the defendants. In 1910, when Nickel was manager of the Clearing House, irregularities caused a loss of about \$10,000 to the members of the association. The Board sued to recover this amount from Nickel and the Bonding Company. The loss did not occur from Nickel's appropriating the money but from his failure to properly record certain transactions and to collect and correctly

credit marginal moneys. The Bonding Company held that it was liable only for loss incurred by embezzlement and larceny, and since Nickel was guilty of neither, it was not liable; and in this the company was sustained by the court. It is upon this decision that an appeal will probably be taken.

James R. Swoyer of Garretson, S. D., has filed a petition in voluntary bankruptcy. He was recently a member of the firm of Swoyer & Lembcke, engaged in the elevator and stock buying business at Garretson. Swoyer withdrew from the firm, his partner not joining him in filing the petition, and being referred to in the petition as the surviving member of the firm. Swoyer places the firm's liabilities at \$9,353 and schedules assets at \$5,711 with exemptions to the amount of \$375. He schedules his individual liabilities at \$3,569 and his assets at \$65 with exemptions of \$65.

J. G. Brady, now acting as manager for the South Dakota Farmers' Elevator Co., at Verdon, S. D., has started suit against the Marfield Grain Co., of Minneapolis, Minn., for the recovery of \$80,306.75, which the Elevator Company's manager claims from the commission company because of the operations of W. B. Roby, its former manager. The claim is based on the assertion that Roby lost the amount in illegal speculation, part of the transactions being made in his own name with money transferred from the Elevator Company's account, and the rest of the transactions made in the name of the Elevator Company. Roby was manager of the Company until a few months ago, when his accounts were found to be short.

### Construction of Contract Not to "Deal in Grain."

A seller of a gristmill signed a writing stating that, in consideration of the other party having that day purchased his gristmill, it was thereby agreed to and with the said party that, "I will not in any way, form, or manner deal in grain within a radius of ten miles of said gristmill for the term of ten years next ensuing, under forfeiture of the sum of \$500."

The Supreme Court of New Hampshire says (Clark vs. Britton, 79 Atlantic Reporter, 494) that if the seller of the mill sold grain within ten miles of the mill he broke the contract, for selling grain on commission is a form of dealing in grain, if "deal" is given its ordinary meaning. It was improbable that the words "in any way, form, or manner" would have been used if the sole purpose of the parties had been to prevent him from selling grain at retail. Those words tended to prove that he was not to engage in any branch of the grain business, either on his own behalf or on behalf of another. Under the rule which is now applied to construe a written agreement, the fact that the agreement is in restraint of trade is immaterial. The issue of intention is one of fact to be determined, like all such questions, not by a rule, but by competent evidence.

### Purchasing and Conversion of Mortgaged Grain.

The Supreme Court of North Dakota says (Citizens' National Bank vs. Elevator Co., 131 Northwestern Reporter, 266) that a chattel mortgage in that state does not convey title to the mortgagee, but is only a lien on the property conveyed thereby. Hence a purchaser of property, as, for instance, wheat, covered by a chattel mortgage takes it subject to the lien of such mortgage, and a conversion does not take place until the purchaser does some affirmative act, like a wrongful detention of such property from the party entitled to possession thereof under the mortgage, or an exclusion or defiance of such party's right, or the withholding of possession under claim of title inconsistent with that of the mortgagee.

If the mortgagor has the right to sell and an elevator company the right to buy mortgaged property, and the latter takes it subject to the mortgage, the company stands in the place of the mortgagor, except that it does not become personally liable on the note secured by the mortgage.

In an action by a second mortgagee of wheat against an elevator company for converting such wheat, proof of a prior mortgage thereon, duly filed and unpaid, does not constitute a defense, but, when properly brought before the court, may be shown in mitigation of damages to the extent of the amount due on and secured by the prior mortgage.

The apparently considerable exportation of Canadian wheat and barley to the United States is attributed to the impossibility of carrying it at home, and the Canadian in this instance pays the duty by reducing the price to that extent.

The hay dealers of Bangor, Me., are agitating for a bill in the legislature which will provide for an inspection and grading of all hay sold in Maine. At present there is no such law in the state and it is planned to have one modeled after the Massachusetts law. Dealers say that none of the hay in Maine will grade over No. 2. Farmers sell their hay, under the present conditions, in the mow, and never take the trouble to grade it.

## ASSOCIATIONS

The Ohio Feed Dealers' Association has established a credit bureau.

Sec'y Strong has published the "Nineteenth Annual Directory" of Illinois grain dealers, dated 1912.

Sec'y Smiley has published Supplement No. 1, Official Director No. 18, with corrections to Dec. 10, 1911.

The Hay and Grain Receivers' Association of Cleveland, O., has been organized, with Walter A. Bennett, president, and O. W. Trapp, secretary. There are sixteen members.

E. T. Cusenbolder of Sidney and Sec'y Thos. P. Reddle of the Northwestern Ohio Association of Lima, are making an effort to revive the old Miami Grain Dealers' Association and will during the present week try to hold a meeting somewhere in the district for that purpose.

The next annual meeting of the Kansas Grain Dealers' Association will be held in Kansas City, Mo., on February 20 to 22, inclusive. There will be a good program and the secretary will endeavor to secure several speakers having national reputation. More time will be given to discussion of subjects in which dealers are interested than formerly, and every member should arrange to be in attendance.

The following members have been recently admitted to the National Association since the last issue of the bulletin: Peoria, Ill.—McClure Commission Co., W. W. Dewey & Sons, Mueller Grain Co.; Toledo, Ohio—Toledo Grain and Milling Co.; Xenia, Ohio—The Xenia Grain Co.; Chicago—Carhart-Code-Harwood Co.; Newman, Ga.—T. B. McRitchie & Co.; Toledo—The Raymond P. Lipe Co. and the H. D. Raddatz Co.

Sec'y Smiley reports the following new members of the Kansas Association admitted during last six months of 1911: Farmers' Elevator Company, Morganville; L. M. Pratt, Wetmore; Burlingame Grain and Elevator Co., Burlingame; Farmers' Elevator and Mercantile Co., Stafford; Robert J. Lewis, Home City; M. H. Taylor, Hewins; Stauffer & Carmack, Columbus; H. E. Herries, Valley Falls; Bruce Carlson, Americus; Grubb-Hamacher Grain Co., Scandia; Superior Corn Mills, Superior, Neb.; Elliott & Myers, Superior, Neb.; J. W. Pinney, Scandia; Jansen Sons Milling and Grain Co., Nelson, Neb.; Alfalfa Products Company, Superior, Neb.; Golden Grain Company, Hutchinson; Oneida Farmers' Shipping Association, Oneida; Studer Brothers, Price, P. O. Sabetha; Albert Maust, Falls City, Neb.; Mangelsdorf Brothers, Atchison; H. F. Hess, Brenner.

In reference to the disputed inspection fees in Kansas, Sec'y Smiley in Bulletin No. 1, 1912 Series, says: "Some of our members have a wrong impression relative to the order of the court that fees for inspection and weighing must be collected and turned over to the clerk of the Supreme Court awaiting the final disposition of the case. This order only applies to Wyandotte County. There is nothing in the order to prevent your selling grain by sample or otherwise at Atchison, Hutchinson, Topeka or Wichita or any point in the state, excepting Kansas City, Wyandotte County, Kansas. If you wish to avoid payment of the inspecting and weighing fee make the notation on your bill of lading: 'Inspection not desired, sell by sample,' and see that the notation appears on the way bill; and if the deputy inspector makes the inspection, instruct the parties to whom you have sold and consigned your grain to refuse payment."

From June 1 to Nov. 10 the Kansas Association's scale inspector examined 381 scales—268 platform or wagon, 88 hopper, 9 track, and 11 automatic. Of the 268 wagon scales, 175 were found to be in good condition and weighing correctly and 95 out of condition and not weighing correctly, 26 of which were repaired on the ground. Of the 88 hopper scales inspected, 58 were found to be weighing correctly and 30 out of condition and 25 were adjusted or repaired. Of the 9 track scales examined, 4 were found to be in good condition and 5 not weighing correctly, 4 of which were repaired. Of the 11 automatic scales examined, 4 were found to be in good condition and weighing correctly and 7 weighing incorrectly; these were easily adjusted. The 95 platform scales were found not to be weighing correctly for the following reasons: Not properly installed, frame timbers decayed, bearings worn, binding, bearings sharpened by country blacksmith, nose irons moved since installed, coping built too close to frame, beam out of plumb, pit filled with trash and dirt. Thirty of the hopper scales were not weighing correctly for the following reasons: Hopper built too close to bin, levers out of level, foundation not level, beam rod binding, stilliard rod rubbing. Seven of the automatic scales were not weighing correctly for the following reasons: Scale capacity greater than elevator capacity, and no receiving hopper. The secretary says: "Wishing to avoid any possible deficit, we discharged our scale expert November 10. Whether this service will be



continued will depend upon the action taken by the membership at our next annual meeting.

#### NATIONAL VICE PRESIDENTS.

The resignation of Walter Kirwan as first vice-president of the National Association automatically advances Frank S. Cowgill of Omaha to that office, while the vacancy created by Mr. Cowgill's advancement to the office of second vice-president has been filled by the election of J. A. A. Geidel of D. G. Stewart & Geidel of Pittsburgh.

#### GRAIN STANDARDIZATION LABORATORY.

The resignation of Walter Kirwan as first vice adopted the following preambles and resolution:

Whereas, For several years past the Congress has appropriated a sum of money for the maintenance of the grain standardization laboratory of the Bureau of Plant Industry of the Department of Agriculture; and

Whereas, Said laboratory has been gathering and disseminating information from its several branch laboratories, which information is of great value to the farmer, the grower of corn and those engaged in the handling of the same; and

Whereas, The corn crop of the country is among the leading and most valuable of its resources; and

Whereas, Said laboratory is seriously handicapped by the lack of funds to extend its investigation and increase the number of branch laboratories, in keeping with the magnitude of the crop; therefore, be it

Resolved, That we, the officers and directors of the Illinois Grain Dealers' Association, do respectfully petition and urge our several Representatives and Senators to use their best efforts to secure an appropriation of not less than \$100,000 per annum for the carrying on of this work; and be it further

Resolved, That the secretary of this Association is hereby instructed and directed to mail a copy of these resolutions to each of the Senators and Representatives of the state of Illinois.

#### SETTLEMENT OF FREIGHT CLAIMS.

The Frisco has recently made a radical change in the settlement of claims for visible damage at stations on its own lines. Under the plan which has been in effect for years on practically all roads, when a shipment arrived at destination and was refused on that account, report was made to the shipper and disposition asked. Shipment was generally brought back to the shipper free of freight and storage charges, taken into stock by him and claim made for actual damage. In very many instances the damage appeared to be trifling; the shipper had lost his sale and the railroad had hauled the shipment free in both directions, a very unsatisfactory situation to both parties concerned. Under the new plan, when consignee proposes to refuse goods on account of damage, the agent says: "No; this is your property. Bring down your invoice and we will examine the goods and I will pay the actual damage at once." This applies only to cases of visible damage and to amounts under \$50.

We also desire to call the attention of our members to another innovation in the handling of claims now being introduced by the Frisco system. We can best explain this plan by quoting from a letter from Assistant General Manager Levy, under whose supervision loss and damage claims come: "We shall undertake to settle all loss and damage claims within thirty days. We know of course that a great many cannot be handled in thirty days, but we will handle all we can, and at the end of thirty days, if we cannot make voucher or make a compromise proposition or decline claim, we will write claimant a letter explaining why we are not able to do it, and such letters will reach them every thirty days until claim is finally disposed of." We consider this a remarkable step forward in the way of cooperation and worthy of the highest commendation from our members.—Kansas Association, Bulletin No. 9, dated Dec. 12, 1911.

Raymond Brothers, who conducted a flour and feed store at Antigo, Wis., until a short time ago, have filed a petition in bankruptcy, listing liabilities of \$4,188 and assets of \$1,000.

F. J. Cramer of Coulton, S. D., will take active charge of the elevator at Salem, Iowa, which he recently acquired from the Plymouth Elevator Co., together with W. Z. Shary, of Sioux Falls, S. D.

Several attempts to assassinate Thomas Bodine, a grain dealer of Covington, Ind., were made December 26. While Mr. Bodine was dining a shot was fired through a window. A few moments later a brick was thrown through the same window, and a large timber was shoved through another window.

Bucket shopping is believed to have been eradicated from Hamilton County, O., according to Prosecutor Henry T. Hunt, who on December 30 dismissed 30 indictments against 24 former brokers and one against the Western Union Telegraph Company charging it with furnishing quotations to brokers.

## FIRES-CASUALTIES

The Satler & Winter Elevator at McClusky, N. D., was burned recently.

The Hoffman Elevator at Manto, Kan., suffered a small loss by fire January 2.

The elevator of E. S. Phillips, Cissna Park, Ill., was slightly damaged by fire recently.

The seed house of W. C. Rundzieher at Chriesman, Texas, was destroyed by fire recently, with a loss of \$2,500.

The grain store of J. E. Clements at East Brownfield, Me., was totally destroyed by fire recently with a loss of \$15,000.

J. G. Stewart & Co.'s elevator at Lacona, Iowa, burned recently, causing a loss of about \$5,000, with insurance of \$3,000.

The warehouse of the Great Western Feed Co. at St. Louis, Ill., was destroyed by fire December 17, with a loss of \$15,000.

The elevator of Henry Denzel, Forest City, Iowa, was burned to the ground Dec. 15. The loss is partially covered by insurance.

The Farmers' Elevator at Beach, N. D., caught fire January 2, and was slightly damaged. Prompt action prevented a serious loss.

The hay and grain warehouse of B. F. Griggs at Boston, Mass., was damaged by fire Dec. 19 to the extent of \$1,500, mostly on the stock of hay.

The elevator of C. W. Lee & Co. at Cyclone, Ind., was destroyed by fire January 5, with a loss of about \$40,000. The origin of the fire is not known.

William Frick, a builder and contractor of Salem, S. D., was suffocated to death recently, while repairing the bins at the Hoese & Lueth elevator at Salem.

The Grange Co. Alfalfa Mill at Modesto, Cal., was recently broken into by thieves and all the belting and tools in the plant stolen. The loss amounts to over \$250.

The Gilliam Warehouses at Dixie, Wash., were totally destroyed by fire December 22, together with 10,000 bushels of wheat. The fire started in a car on the siding next the warehouse.

The hay warehouse of George W. Lehman, Rosebud, Texas, was totally destroyed by fire recently. The loss on the building was about \$700 and on the stock about \$2,000. The loss was partially covered by insurance.

The Open Board of Trade Building on LaSalle street, Chicago, Ill., was totally destroyed by fire Dec. 19. The building was occupied by the Open Board of Trade brokers and a number of labor union headquarters.

The steamer Peerless and two barges engaged in the Turner-Hudnut grain trade, sank in Peoria Lake, Ill., recently. The boats had left Peoria loaded with grain bound for Hennepin. The boats were sunk in a gale.

Lawrence Wagner, manager of the elevator at Tyndall, S. D., lost part of one finger of his right hand recently. He had started up the machinery of the elevator and was caught in a sprocket and luckily escaped with a slight injury.

The Neola Elevator at Varina, Iowa, caught fire from a defective flue Dec. 20, and was burned to the ground. The contents of the office was saved, but the elevator and coal yards are a total loss of \$30,000. Some of the grain can be salvaged.

The one-story frame warehouse of Allhoff Brothers, Wellston, St. Louis, Mo., was totally destroyed by fire recently with a loss of \$15,000 and insurance of about \$10,000. The building was used for the storage of hay and grain and was full at the time of the fire.

The Klemme Elevator Co.'s plant at Swaledale, Iowa, was totally destroyed by fire Jan. 2, with a loss of \$5,000. The cause of the fire is unknown. There were 3,000 bushels of grain, 300 barrels of salt and 60 sacks of cement in the house at the time of the fire. Insurance covers most of the loss.

The Acme Elevator at Binford, N. D., was discovered to be on fire just a few hours before the manager was planning to close it for the season. The fire, which was probably caused by spontaneous combustion, was discovered in the pit of the elevator and was extinguished with a slight damage to the building.

The plant of the Sparta Milling Co., Sparta, Mich., consisting of a grain elevator, electric light plant and coal yard, was destroyed by fire Dec. 21, entailing a loss of approximately \$200,000, with insurance of \$12,500. The property was owned by Charles H. Jackson. The cause of the fire is thought to have been a defective fuse in the light plant.

The elevator of the Matt Schnaible Grain Co., at Lafayette, Ind., suffered a \$300 loss by fire Dec. 22. The fire broke out in the office of the company and for a time it looked as if the elevator would be destroyed but the prompt response of the fire department was responsible for the small loss. Later in the day the fire broke out again but was put out

without much trouble. The loss includes a slight damage by water to some oats.

The McFadden Elevator at Poplar City, Iowa, was totally destroyed by fire January 4. The fire started in the engine room from the gasoline engine. The elevator was filled with grain and carried insurance amounting to only \$3,000.

The Russell-Miller Elevator at Beach, N. D., was gutted by fire January 4, and damaged to the extent of about \$5,000. The elevator is of concrete and brick construction and the chief loss is from timbering, shafting, belting and machinery, and 800 bushels of grain in the pit. The elevator contained about 80,000 bushels of grain in the tanks, but it is not thought it will be damaged much.

Fire destroyed the Monarch elevator at Melrose, Minn., early in the morning, Jan. 5. The cause of the fire is unknown. The building, a 30,000-bushel house, has not been operated the past two years but has been used as a storage by a representative of the International Harvester Co., which lost \$700 worth of machinery. The house was an old one which cost about \$8,000 when new, and is a total loss.

The two Canadian Pacific Elevators at Owen Sound, Ont., were totally destroyed by fire Dec. 11, with a loss of over \$1,000,000. The grain in the elevators, 887,000 bushels, part of which was owned by the Quaker Oats Co., was damaged too much to allow of salvage. The flames started near the dock and quickly spread to the smaller elevator which was soon destroyed. The flames spread to the other elevator by means of a conveyor. The government lighthouse on the pier was also burned. The smaller of the two elevators was built in 1884 and the larger, which had a capacity of over 1,000,000 bushels, was built in 1895. Insurance to the amount of \$521,000 was carried. It is not known at the present time whether the C. P. R. will rebuild or not. If the company does not rebuild a \$40,000 bonus will have to be refunded to the city of Owen Sound.

#### COMMUNITY FIRE PROTECTION.

A recent fire in the basement of the W. J. Murphy Harness factory, Fort Smith, Ark., caused by escaping gas, opened seven sprinkler heads, which extinguished the fire so quickly that no claim for damages was made. This was one of the eleven concerns which recently joined hands for mutual protection, and installed an automatic sprinkler system comprising nearly 8,000 sprinkler heads, fed by water from a 100,000-gallon elevated tank. The properties protected include three large dry goods stores, two wholesale groceries, two hardware stores, a wholesale confectionery, a furniture store, a harness factory, and a coffee commission house, as well as the stables connected with one of the big grocers. One man, who thoroughly understands the system, makes daily inspections, and is responsible for the maintenance of the plant.

#### ARBITRATION IN GENERAL.

Charles L. Bernheimer, chairman of the committee on arbitration of the New York Chamber of Commerce, thus describes the new system of commercial arbitration recently instituted by the Chamber:

"In any matter of controversy the disputants, in order to take advantage of the Chamber's means of arbitration, must sign a form of submission briefly stating the nature of the controversy and containing other simple legal data. The parties bind themselves voluntarily to submit their case and all matters concerning it to the arbitrator or arbitrators, and 'agree to abide by and perform the decision, award, orders and judgment that may therein and thereupon be made under, pursuant and by virtue of this submission.' They further agree that a judgment of the Supreme Court of the state of New York may be entered in any county in the state upon the award, and they explicitly waive any right to withdraw from or revoke this submission after the arbitrators accept their appointment thereunder.

"From the 'list of official arbitrators' of the Chamber of Commerce, consisting of about 200 of its members, willing and qualified to act as such, the disputants have three options in the selection of arbitrators. They may choose one individual as sole arbitrator; they may select two arbitrators—not necessarily members of the Chamber of Commerce—who in turn shall designate a third person from the 'list of official arbitrators,' or they may call for arbitration service upon the committee of arbitration or a quorum thereof; this is an additional method of arbitration offered by the chamber.

"This arbitration service is not limited to the adjustment of differences between members of the chamber, nor even to residents of New York, but is freely offered to the entire business world, subject only to the right of the committee to determine whether it, in its discretion, desires to entertain any specific controversy submitted for arbitration."



## FIELD SEEDS

Ten ears of seed corn shown at the exhibition at Owatonna, Minn., sold on Jan. 9 for \$62.50.

The railroads of South Dakota will carry seed grain free to the counties where it is needed for the poor.

"Cane" seeds—kaffir, milo, etc.—yielded well in Kansas last season, representing in money from \$17 to \$30 per acre.

The county commissioners of Hetting County, N. D., will buy 25,000 bus. of seed wheat to be loaned to needy farmers.

A receiver has been appointed for the R. V. Crine Seed Co. of Morganville, N. J., liabilities \$160,000, assets, \$100,000.

Milwaukee proposes to hold a corn, grain and alfalfa show for Wisconsin products, some time next fall or early winter.

The prize winning (Canadian) wheat at the New York Land Show has been sent to the C. P. Ry. office in London for advertising purposes.

A Cloverdale, Ia., farmer sold the seed from 20 acres of timothy for \$2,000 net and had twenty tons of hay and some pasturage besides in 1911.

The Jamestown (N. D.) Commercial Club has taken up the good seed problem and will assist the farmers in obtaining such supplies as they may need.

The Iowa State College at Ames will test samples of grass seeds and cereals for purity and vitality for all applicants, residents of Iowa, free of charge.

The J. G. Peppard Seed Co., capital, \$20,000, has been incorporated at Fort Worth, Texas, by William M. Massie, Robert W. Fender and B. Lachford Downing.

The executive committee of the New England Corn Exposition has announced that the 1912 Exposition will be held at Boston Horticultural Hall on Nov. 20-24.

The B. P. I., Department of Agriculture, has published (Nov. 2, 1911) Bul. No. 227, being an inventory of seeds and plants imported from Oct. 1 to Dec. 31, 1910.

The seed fair at Reeves, Sask., on Dec. 15 was quite successful, the number of samples shown having been larger than at any of the fairs of the province held in 1911.

The ninth annual exhibition and convention of the Iowa Corn Growers' Association will be held at Newton, from January 29 to February 10, and will be open to the public from February 2 to 8, inclusive. Considerable sums will be given as premiums to farmers having the best exhibits of field corn, oats, wheat, barley, clovers and timothy.

F. M. Stones of New Ross reports to the Indiana Farmer a "freak" ear of "Palen" corn, that is described as follows: "The ear is about nine inches long and of medium weight. The rows of grains are in pairs, two being exceedingly close together and somewhat removed from the next two. The most peculiar thing about it is, that extending to a distance of four inches from the butt, the ear has twenty-two rows of grains, while over the remaining five inches only twenty rows appear. The grains at the end of the two extra rows are somewhat smaller than the others, and being thus they leave no space vacant. The ear is completely filled out at both tip and butt."

Henry Nungesser & Co., 30 Church St., New York City, announce that the grass seed business hitherto conducted by them has been taken over by a newly organized company known as the Nungesser-Dickinson Seed Company, and the business will hereafter be continued under that name. Henry Nungesser, for so many years identified with the grass seed business in this country and Europe, is president of the new company, and will assume charge of its affairs. Marshall H. Duryea is vice-president and treasurer, and Wm. A. Proescholdt, secretary. The directors are Henry Nungesser, Marshall H. Duryea and Wm. A. Proescholdt of the old firm and Charles Dickinson and Chas. D. Boyles of the Albert Dickinson Co., Chicago.

The Ohio Agricultural department, under the joint direction of A. P. Sandles, secretary of the Department, Prof. A. B. Graham, superintendent of agricultural extension for the College of Agriculture, and Dr. C. E. Thorne, director of the experiment farms, has begun a campaign of education by means of a train fitted with exhibits of grain, forage crops, soils, etc., which is now running over one of the leading Ohio railroads, with the object of advertising to Ohio people the agricultural possibilities of this state. The train started its round on January 10 over the Big Four Division of the New York Central lines, and between now and April 4, it will stop at every station on the Big Four railroad. The slogan of this train, as stated by Secretary Sandles, is: "Boost Ohio as an agricultural state." It is expected that this train will do something to stop the tide of emi-

gration of the agricultural population to other states, especially as it is expected the train will be run over other lines of railroad and thus practically cover the state during the interval before spring opens.

The annual meeting of the Illinois Corn Growers' and Stockmen's Association will be held at the University, Urbana, on Jan. 15-26 inclusive. Among the lectures will be one by Leonard Gagnier of the University on "Choice of the Variety in Corn Production" and "Some Results of Ten Years' Corn Breeding," by Eugene D. Funk. The discussion on "The Oats Problem" will be led by C. D. Smith of Grandview.

### SEED CORN SUSPICIOUS.

The condition of seed corn is again said to be most uncertain and all the experts advise most careful testing for vitality. This condition obtains over the entire corn belt, from Ohio to Nebraska, with here and there special localities with excellent and abundant seed and others where none of the corn can be considered safe without actual test of its strength.

### SEED EXHIBITS SOLD.

At the December Short Course at Davenport, Iowa, all records in the history of Iowa short course seed sales were broken when ten single ears of corn were sold for \$77.50. The total amount secured for the sale of all seed corn was \$247.75. For thirty ears of corn one buyer paid \$25, and another paid \$15 for the same number, while another paid the highest price for a single ear, \$4. One peck of oats was sold for \$4, the record price paid for this amount of grain, not only at short courses throughout the state, but the state corn show included. The seed sales paid the expenses of the course.

### CLOVER AND TIMOTHY SEED.

Toledo still leads the world on clover seed. It has annexed timothy seed this season. It has been the only market where futures of both have been traded in freely. Providence helped us. Both crops are very short, as the high prices indicate. Canada is very short and will import freely, mostly from abroad. England has exported some, but France and Europe generally have less than a year ago. Our high prices have attracted some imports, but seaboard dealers say they have been much less than the published reports indicate, including more millet and other seeds. Outside dealers have been the principal longs here and are playing on deep velvet, not deep purple. Good seed is scarce. Timothy seed surprised its friends last season and it appears to be relatively higher now than red clover or alsike.—C. A. King & Co.

### CANADIAN PEAS DECREASED PRODUCTION.

The production of peas in Ontario appears to be approaching extinction, says the Montreal Trade Bulletin; and supplies are so scarce in this market that prices have met with a considerable advance, car lots of boilers having been placed in this market at \$1.62½ to \$1.70 and \$1.80 per bu. (Dec. 22), as against \$1.05 to \$1.15 a year ago. No 2 peas are quoted in car lots in the West at \$1.05 to \$1.10 f. o. b.

Many growers in Ontario of late years have abstained from growing peas, owing to the ravages of the bug which depreciated the quality to such an extent that it did not pay to grow them. This accounts for the decreased receipts and exports. For the week ending December 15 the receipts in Montreal from September 1 to December 15, 1911, were 17,052 bushels, as compared with 52,998 bushels for the same period of 1910. The total exports for the season of navigation just closed were only 28,168 bushels, as compared with 1,666,711 for the like period in 1900. There is a good demand for peas in England but the cost of the few No. 2 white Canadian under offer is considerably above an export basis, and it is feared there will be scarcely sufficient for the home trade.

### STORING SEED CORN.

There are only three necessary conditions for storing seed corn, says a writer in the Orange Judd Farmer, and if these are followed, one may be reasonably sure that 95 per cent or more of his corn will germinate, provided it was properly matured.

There must be a good circulation of air about each ear, to carry away the surplus moisture.

A temperature must be maintained above freezing until the seed is thoroughly dry. [Thoroughly dry seed corn is immune against the low temperature common to the corn belt.]

Seed corn must be selected early enough so that it may have plenty of time to dry before cold weather.

Numerous tests of seed corn have been made. Of all the thousands of samples tested, those that were taken from a house attic, where there was a good circulation of air, gave the highest per cent of

germination. Second in per cent of germination was seed corn stored in a cellar in which there was a heating plant. Cellars without furnaces are usually damp, and undesirable for storing. Samples of seed corn stored in oat bins, on porches, under the eaves of barns, and in open sheds, have also been tested and they usually gave tests too low for the seed to be of value for planting. It is easily seen that seed corn kept in an attic or an unused second story room can have the required conditions for drying, namely, good circulation of air, and an even temperature above the freezing point.

### MORE GOOD WORDS FOR SWEET CLOVER.

In answer to an inquiry about sweet clover the Indiana Farmer says that in many localities it is used for a crop to turn under. Some sow it with rye for spring pasture and green manure. One writer tells of a field he sowed in this manner, on the highest parts of his land where the rye was blown out of the ground by spring winds, but where the sweet clover made a good stand and in the fall covered the ground. Oats followed the rye, and on the patch of clover sod the growth and yield was twice as heavy as elsewhere. One authority says that it is the best of the clover family for green manuring. The decay of the large, deep roots, not only supplies plant food for succeeding crops, but also leaves the subsoil in a greatly improved mechanical condition. When cut young sweet clover makes good hay. It becomes coarse and bitter if left to mature. For pasture it is very good. All stock eat it readily when it is young and do not let it have a chance to bloom. Southern farmers raise it a great deal with oats and cut the two crops together for hay. In sowing the seed (in either fall or spring) the ground should be made mellow and firm, as better results are so secured than when the ground is left loose to quite a depth. Sow about twenty pounds of seed per acre. The seed may be obtained from any of the leading seed firms.

### CLOVER SEED EXPERIMENTS.

The United States Bureau of Plant Industry is co-operating with the Iowa Experiment Station in a series of experiments to solve the problem of greater clover seed production. This work, which began last spring, is said to be the most extensive investigation into the methods and causes of clover pollination ever attempted. The investigation was prompted by the serious need of more and cheaper clover seed in Iowa and elsewhere. Seed scarcity and high prices are checking the increase in clover growing and that is a menace to successful farming. "Red clover is absolutely essential to agriculture in Iowa and other states of this region," says Prof. W. H. Stevenson, of Iowa State College. "The soils of Iowa cannot be kept fertile economically unless the present acreage of clover is increased ten, or even twenty, times." More and cheaper seed is essential to an increase in clover growing and that is the large reason why this extensive investigation has been undertaken to help clover growers get around some of the difficulties that stand in the way of larger seed production.

There is a second reason. "Clover seed is an excellent money crop. If this crop can be produced in this and other states with a large measure of success practically every year, our farmers will find the growing of crops in rotation more profitable than is the rule at the present time. Crop rotation is now the most important factor in the fertility problem in Iowa." The same is true in other states.

Among the more important questions it is hoped to answer by these investigations are these: The dependency of clover on outside pollination agencies; the relative efficiency of certain insects; the effectiveness of insects as compared with mechanical pollination; the relative efficiency of different methods of mechanical pollination, the best number of workings and the best time therefor; the effect of self-fertilization or inbreeding on the vigor of the progeny.

A good many farmers in all the clover states "don't give a hoot for clover;" they are out for alfalfa; but there are many others who are greatly interested in clover culture and these will watch the Iowa clover pollination experiments anxiously. There is no question but that the high cost of seed has retarded the seeding of both alfalfa and clover in wide areas and cheaper clover and alfalfa seed would give crop rotation a remarkable impetus.

It has been discovered that sorghum which has been badly stunted by dry weather or that which is in its second growth will develop a form of prussic acid which is fatal to cattle and horses, but only recently has report of serious loss among hogs from this cause been made. The cattle came from Larned, Kan., where about a hundred head of one herd were reported killed. It is also reported that losses occurred in herds pastured in alfalfa during the long dry spell of last summer, and the reports raise the question whether this plant will develop the same kind of poison.



## CROP REPORTS

The cereal crops of Canada are estimated to be worth \$330,000,000 on the basis of wheat at 80c, oats 35c, barley 50c, and flax \$2.00 per bushel.

A timely rain, which was general over eastern Kansas about the middle of December, has placed winter wheat in the proper condition for the winter.

Considerable anxiety is felt in the Green River district of Kentucky over the prospect of the wheat crop. Many acres of the sown land were inundated at Christmas time but it has not yet been ascertained what damage was done.

Oklahoma expects a large oats crop this year, due to the good condition of the ground after sowing. Grain men of Oklahoma estimate the wheat condition at 90, against 55 a year ago, and figure an increased acreage in northern Oklahoma of 15 per cent.

Illinois remains first in production and acreage of corn as before. Iowa is second, Kansas third, Nebraska fourth and Missouri fifth in acreage. Iowa is second in production, Indiana third, Missouri fourth and Nebraska fifth. Indiana is eighth in acreage.

About 50 per cent of the wheat in the Walla Walla region, Wash., is still in the farmers' hands. Farmers have pooled to buy sacks in quantities from 600,000 to 3,000,000 for May and June delivery, so it is doubtful whether any wheat leaves their hands in large quantities until then.

The Trans-Mississippi states are in good condition for winter wheat. December 20 a general snow fell in Nebraska, averaging 6 inches, in Iowa, eastern Wyoming, and the Black Hills, South Dakota, and Kansas. The snow was wet and heavy and was needed for the sake of the winter wheat.

Advice from Billings, Mont., states that 2,000,000 bushels of wheat were harvested in the Yellowstone Valley and uplands, according to figures compiled by local grain buyers and millers. This is an increase of 750,000 bushels over the largest year. The wheat acreage for 1912 is nearly double that of 1911.

The Ohio January report gave wheat a condition of 82 against 83 in December and 92 a year ago. The condition of corn in the crib is given as 80 against 91 a year ago. Amount of corn still to be husked is 24 per cent, against 25 per cent a year ago. Amount that will be fed on the farm 80 per cent, the same as last year.

Ontario produced 17,326,586 bushels of winter wheat 1911, a decrease of nearly 2,000,000 from 1910 crop. It averaged 21.4 bushels per acre as against 26.7 1910. The spring wheat production of Ontario was 2,295,534, a decrease of about 200,000 bushels from 1910 crop, which averaged 19.3 bushels to the acre with practically the same acreage.

The Michigan reports say that 280 correspondents in Michigan say that wheat has suffered no damage and 228 report some damage. A year ago 588 reported no damage and 7 reported a little damage. The farmers of Michigan marketed 7,000,000 bushels during the past five months, against 5,750,000 bushels for the same period a year before.

A corn crop of 1,439,000,000 bushels for the seven surplus states is given by the Department of Agriculture in its revised report on the census basis. These figures show a decrease of 248,000,000 bushels from the revised estimate of 1910. The loss in Illinois is 66,000,000; in Iowa, 38,000,000; in Missouri, 56,000,000; in Kansas, 34,000,000; and in Nebraska 36,000,000 bushels from the yield of 1910.

Labor Commissioner Guye of Nebraska has given out a report for Nebraska for 1911. He places the acreage of wheat at 44,310,239 acres, production at 744,916,325 bushels, and value at \$506,908,895. The corn acreage is given as 130,642,466 acres, production as 3,382,033,941 bushels, and value as \$241,638,608. The oats figures are as follows: Acreage, 40,642,883 acres; production, 1,062,903,976; value, \$275,816,920.

The total yield of corn in 1911 in Missouri is placed at 191,334,220 bushels, as compared with 252,472,100 bushels 1910. The average yield is placed at 25.3 bushels per acre as compared with 32.4 1910. The average in 1910, a dry year, was 9.9 bushels per acre. The farm price of corn is quoted at 58.2 cents per bushel with a total value of \$111,496,117. The report gives the quality poor with a state average of 61.2.

The Iowa corn crop was officially estimated by the Iowa weather and crop service bureau at 281,366,600 bushels or about 73,000,000 bushels less than 1910. The government estimate was 304,000,000 bushels. The acreage was 8,534,500 or 163,000 acres more than 1910, with an average yield of 32.9 bushels per acre, an average farm price of 54 cents per bushel, making the value of the crop \$151,938,000. Rains in October caused much of the corn to mould in the shock and the crop on the whole is not in as good condition as in December, 1910. The oats yield was 120,208,000 bushels or 48,000,000 bushels less than 1910; barley, 7,197,000 bushels, or 9,000,000 bushels

less than 1910; spring wheat, 4,674,500 or 1,250,000 less than 1910; winter wheat, 3,959,000 or 200,000 less than 1910.

Broomhall's Liverpool Corn Trade News says that the report of the Russian shortage has been confirmed, and the wheat crop is reckoned at 63,500,000 quarters against 104,000,000 quarters last year. Oats are reckoned to be 22,000,000 quarters short; rye, 12,000,000 quarters short; barley, 7,000,000 quarters short, and maize 3,000,000 quarters short. The entire shortage amounts to over 84,000,000 quarters.

Ontario produced 16,248,129 bushels of barley 1911, against 19,103,107 1910. The production of oats was 2,699,230 bushels, against 2,757,933 1910. The rye crop was 1,562,971 bushels, against 1,620,333 bushels 1910; buckwheat, 3,852,231 bushels, against 4,693,881 1910; hay and clover, 4,238,362 tons 1911, 5,492,653 1910; mixed grains, 14,845,595 bushels 1911, 18,261,803 1910; corn (ear), 21,913,290 bushels, against 24,900,386 bushels 1910; silage fodder, 3,764,227 tons, against 3,788,364 tons 1910.

The International Institute of Agriculture at Rome, Italy, estimates the crop production as follows: Wheat, 3,132,267,000 bushels for Germany, Austro-Hungary, Spain, Bulgaria, Russia, Japan, Algeria, Egypt, Tunis, and Switzerland; rye, 1,550,000,000 bushels for Germany, Austro-Hungary, Bulgaria, Spain, Russia and Switzerland; barley, 1,363,000,000 bushels, for the same countries as for wheat; oats, 3,741,500,000 bushels for the same countries as for rye with the addition of Belgium; and corn, 3,180,000,000 bushels for Austro-Hungary, Spain, Roumania, Russia, Switzerland, Algeria and Egypt.

Secretary Gibbs of the Texas Grain Dealers' Association makes the following report: Wheat acreage compared with 1911, 93 per cent; condition compared with 1911, 91 per cent. Indicated acreage in oats compared with 1911, 127 per cent. The condition of wheat as 91 per cent of 1911 condition means a condition of 76.7, but since the report rains have fallen and brought the condition up to 85. Farmers are reducing the cotton acreage to plant oats. The report figures the wheat acreage at about 900,000 acres, and oats at 1,250,000 acres. Texas is short 14,000,000 bushels of wheat over 1910, 350,000,000 bushels of corn, and 270,000,000 bushels of oats. Northern Texas corn is soft and of poor quality.

### CROPS FOR 1911.

Final estimates of the Department of Agriculture on the crops raised in the United States in 1911 are on a more accurate basis than ever before, the acreage figures for the last three years having been changed in accordance with the census report on crops for 1900. The statistics for the chief crops are as follows:

	Year.	Acreage.	Production, bus.	Farm Value.
Corn	.....1911	105,825,000	2,531,488,000	\$1,565,258,000
Corn	.....1910	104,035,000	2,886,260,000	1,384,817,000
Corn	.....1909	98,383,000	2,552,190,000	1,428,554,000
Winter wh't.	.....1911	29,162,000	430,656,000	379,151,000
Winter wh't.	.....1910	27,329,000	434,142,000	382,318,000
Winter wh't.	.....1911	29,162,000	430,656,000	379,151,000
Spring wh't.	.....1910	18,352,000	200,979,000	179,733,000
All wheat	.....1911	49,543,000	621,338,000	543,063,000
All wheat	.....1910	45,681,000	635,121,000	561,051,000
All wheat	.....1909	44,261,000	633,350,000	557,829,000
Oats	.....1911	37,763,000	922,298,000	414,663,000
Oats	.....1910	37,373,000	1,180,513,000	406,406,000
Oats	.....1909	35,159,000	1,007,129,000	414,692,000
Barley	.....1911	7,627,000	160,240,000	139,182,000
Barley	.....1910	7,743,000	173,832,000	100,426,000
Barley	.....1909	7,698,000	173,321,000	55,673,000
Rye	.....1911	2,097,000	33,119,000	27,557,000
Rye	.....1910	2,185,000	34,897,000	24,953,000
Rye	.....1909	2,196,000	29,520,000	21,815,000
Buckwheat	.....1911	833,000	17,549,000	12,735,000
Buckwheat	.....1910	860,000	17,598,000	11,626,000
Buckwheat	.....1909	878,000	14,849,000	10,379,000
Flaxseed	.....1911	2,757,000	19,370,000	35,272,000
Flaxseed	.....1910	2,407,000	12,718,000	29,472,000
Flaxseed	.....1909	2,083,000	19,513,000	29,855,000
*Rice	.....1911	7696,300	22,934,000	18,274,000
Rice	.....1910	722,800	24,510,000	16,624,000
Potatoes	.....1911	3,619,600	292,737,000	233,778,000
Potatoes	.....1910	3,720,000	349,032,000	194,566,000
Potatoes	.....1909	3,669,000	389,195,000	166,424,000
*Hay	.....1911	43,017,000	47,444,000	694,570,000
Hay	.....1910	45,691,000	60,978,000	747,769,000

\*Rice and hay figures not revised in accordance with census figures. †Rice production in pounds; hay production in tons.

Although the yield of nearly every crop is less for 1911 than for 1910, the aggregate value of all the crops is \$3,769,562,000, or nearly \$190,000,000 more than the total value for 1910, owing to higher prices.

The Commerce Commission on Dec. 5 heard at Chicago a complaint by the Omaha Grain Exchange against the C. & M. & St. P. Ry. of discrimination in favor of Minneapolis in rates from South Dakota and Iowa points.

The police of Superior, Wis., report the existence in that city of a well-organized gang of thieves whose peculiar plunder is grain cars, preferably those loaded with flaxseed and wheat. The gang consists of four or five men and thirty or more boys of various ages from mere children to those close to manhood. The thievery is done by the youngsters who turn the grain over to the men for a small consideration. Later the men sell the grain to consumers at a heavy profit to themselves.

## THE ELLIS DRIER CO



Showing the Exhaust Side of One Drier Unit On the First Gallery.

THE view as shown above was taken on the floating drier plant erected for the Erie Elevator Co., Jersey City, N. J., and now operated by the Armour Grain Co. The compactness of the machine, which makes it possible to install a drier of large capacity under very limited space restrictions, is well illustrated. This plant has a capacity of from 750 to 1,000 bushels per hour. The Armour Grain Co. is now installing an Ellis Drier on the Steamship Helena, Chicago, which will have a capacity of three times the output of the Erie plant.

**Postal Telegraph Bldg.**  
**CHICAGO,**  
**U. S. A.**



## LATE PATENTS

Issued on December 12, 1911.

Bean Sorting Machine.—Wilson T. Griffin, North East, Pa. Filed February 8, 1911. No. 1,011,188. See cut.

Endless Conveyor.—Frederick G. Sargent, Westford, Mass., assignor to C. G. Sargent's Sons Corporation, Graniteville, Mass. Filed May 11, 1911. No. 1,011,251.

Automatic Release for Grinding Burs.—William C. Pritchard, Lancaster, Pa. Filed June 17, 1911. No. 1,011,243.

Automatic Weighing Scale.—Edward D. Carter, Dallas, Texas. Filed July 29, 1911. No. 1,011,575. See cut.

Issued on December 19, 1911.

Steel Belt Fastener.—Roy K. Cronkhite, Detroit, Mich., assignor of one-half to Monroe M. McGrath, Detroit, Mich. Filed September 22, 1910. No. 1,012,061.

Issued on December 26, 1911.

Separating Machine.—Theodore F. Morse, Silver Creek, N. Y., assignor to Huntley Manufacturing Company, Silver Creek, N. Y. Filed May 12, 1910. No. 1,013,040. See cut.

Issued on January 2, 1912.

Sectional Door for Grain Cars.—Richard S. Taylor and George W. Woodruff, Gracemont, Okla. Filed November 9, 1910. No. 1,013,237.

Grain Door.—Melvin S. Greeley, Des Moines, Iowa. Filed August 7, 1911. No. 1,013,766.

Grain Separator.—Charles F. Asplund, Minneap-

protect the added liability incurred by an increase of insurance in force for the year of \$3,830,964.67. With a constantly increasing business, the problem confronting the management of the Company is how to make the surplus keep pace with the increasing liability and at the same time maintain the rate of assessment at the low figure of the last five years. The only solution is a decrease in losses, and this necessarily rests with those in charge of the insured property; and we earnestly request that every policyholder lend every possible assistance and aid to the excellent efforts and earnest work of the Mutual Fire Prevention Bureau (to which this Company is the largest contributing member) and by special care and supervision make it possible to duplicate, for the entire year 1912, the exceptionally low loss ratio of the last four months.

### FINANCIAL STATEMENT.

Assets.		Par value.	Market value.
School bonds	\$ 625,540.00	\$ 642,315.29	
Railway bonds	145,000.00	133,725.00	
Municipal and county bonds	327,600.00	329,672.80	
Traction Company bonds	100,100.00	88,871.00	
United States D. C. bonds	50,000.00	52,750.00	
Gas and electric light bonds	30,000.00	29,925.00	
Real estate bonds	30,000.00	29,900.00	
Adjustment Company and Salvage Company stocks	200.00	300.00	
Real estate mortgages	\$ 1,308,440.00	\$ 1,307,459.09	
Accrued interest on investments		\$ 205,450.00	
Cash on hand and in bank		24,564.95	
Cash on deposit with general agents		95,530.24	
Net value of deposit in Manitoba		4,300.00	
Premiums in course of collection		2,421.65	
Total admitted cash assets		63,639.40	
		\$ 1,703,365.33	

Disbursements During the Year.

Net amount paid for losses	\$565,307.40
Commission and brokerage	75,488.13
Salaries of officers, clerks, agents, inspectors and other employees	77,060.26
State, national and local taxes	15,248.44
Adjustment of losses	5,656.13
Special and general agents' expense	17,973.93
Rent	3,435.00
Advertising	4,350.45
Printing and stationery	6,002.35
Postage, telegrams, telephone and express	4,528.24
Legal expenses	1,316.44
Maps and corrections	1,861.50
Underwriters boards and tariff associations	912.28
Inspections and surveys	5,125.13
Exchange	1,550.99
Miscellaneous expense	3,719.75
Total expenditures	\$ 789,536.42
Risks.	
In force December 31, 1911	\$66,439,630.95
In force December 31, 1910	62,608,666.28
Increase for the year	\$ 3,830,964.67
Classification of Risks.	
Mutual flour mills, elevators and contents	\$26,868,666.75
Mutual general business	3,717,182.00
Total mutual business	\$30,585,848.75
Cash, flour mills, elevators and contents	\$ 6,494,355.79
Cash, general business	29,359,426.41
Total cash business	\$35,853,782.20
Total at risk	\$66,439,630.95
Total flour mills, elevators and contents, cash and mutual	\$33,363,022.54
Total general business	33,076,608.41
Total at risk	\$66,439,630.95
Losses paid since organization	\$ 7,673,329.60

### RECENT SALES OF HESS DRIERS AND MOISTURE TESTERS.

The Hess Warming and Ventilating Company, 909 Tacoma Building, Chicago, Ill., reports the following recent sales of Hess Grain Driers:

Jordan & Montgomery Co., Indianapolis, Ind.; City Mills and Elevator Co., Winchester, Ind.; Kentucky Public Elevator Co., Louisville, Ky.; H. Verhoeff & Co., Louisville, Ky.; Bad Axe Grain Co., Bad Axe, Mich.; S. M. Isbell & Co., Jackson, Mich.; Standard Flaked Food Co., Owosso, Mich.; Northrup, King & Co., Minneapolis, Minn.; Griswold Seed Co., Lincoln, Neb.; H. Simon, Manchester, England.

The same company reports the following recent installations of Hess U. S. Moisture Testers:

Illinois—E. Smith & Co., Bonfield; Farmers' Elevator Co., Danforth; Danvers Farmers' Elevator Co., Danvers; Shearer & Rickards, Kempton; McDowell Farmers' Elevator Co., McDowell; Farmers' Square Deal Grain Co., Morris; Tremont Mutual Grain Co., Tremont; Triumph Grain and Supply Co., Triumph; Woodland Farmers' Elevator Co., Woodland; Yorkville Farmers' Elevator Co., Yorkville.

Indiana—Otterbein Grain Co., Otterbein.

Iowa—Farmers' Co-operative Co., Armstrong; Archer Co-operative Grain Co., Archer; Western Elevator Co. at Blairstown, Rockwell City, Stanhope, Buckeye and Callender; Clare Farmers' Elevator Co., Clare; Eagle Grove Farmers' Elevator & Supply Co., Eagle Grove; Reynolds & Rude, Ellsworth; Farmers' Elevator Co., Fonda; Tiedeman Elevator Co., Fonda; Garwin Farmers' Elevator Co., Garwin; Farmers' Elevator Co., Gillette Grove; Farmers' Elevator Co., Goldfield; Farmers' Coal and Grain Co., Havelock; Jolley Farmers' Elevator Co., Jolley; John Knoke, Knoke; Farmers' Elevator Co., Laurel; Lytton Farmers' Elevator Co., Lytton; Missouri Valley Grain Co., Missouri Valley; Otho Farmers' Elevator Co., Otho; Farmers' Grain & Coal Co., Pocahontas; Pomeroy Co-operative Grain Co., Pomeroy; Farmers' Elevator Co., Ralston; J. H. Charlton, Rolfe; Updike Grain Co., Rolfe; Farmers' Grain Co., Royal; Farmers' Grain Co., Sac City; Farmers' Co-operative Association, Sheldon; Somers Elevator Co., Somers; DeWolf & Wells Co., Spencer.

Michigan—Bad Axe Grain Co., Bad Axe; E. W. Burkhardt, Fowlerville; Ithaca Roller Mills Co., Ithaca; S. M. Isbell & Co., Jackson; Howard E. Chatterton, Mt. Pleasant; Claude H. Estes, Shepherd.

Minnesota—Cargill Elevator Co., Minneapolis; Fraser-Smith Co., Minneapolis; Northrup, King & Co., Minneapolis; United Flour Mills Co., Minneapolis; Everett, Aughenbaugh & Co., Waseca.

Nebraska—Crete Mills, Crete; Duff Grain Co., Nebraska City; Imperial Milling Co., Omaha; Waldron Seed Co., Waterloo.

Ohio—Cleveland Grain Co., Cleveland. South Dakota—Tiedeman Elevator Co., Jefferson. Tennessee—Merchants' Exchange, Memphis.

Ohio is long on yellow ears [corn] as well as buckeyes. Corn crop is second largest on record, but quality is poor. Yield per acre makes best showing of any important producer. New England even with its old soil gets the largest yields per acre. That section and Pennsylvania average forty-five bushels this season. Ohio leads all others with a trifle over thirty-eight bushels. Illinois, the king producer this year, shows thirty-five bushels per acre. Iowa has thirty-one, Missouri twenty-six, Indiana thirty-seven, Nebraska twenty-one, Minnesota thirty-four. Texas has only ten, Oklahoma eight, poorest of any state.—C. A. King & Co.

olis, Minn., assignor of one-half to Robert J. Owens, Minneapolis, Minn. Filed June 26, 1909. No. 1,013,266. See cut.

Grain Separator.—Frederick Paukert, Regent, N. D. Filed May 3, 1911. No. 1,013,433. See cut.

Grain Sprouter.—Alfred H. Wheat, Horseheads, N. Y. Filed April 18, 1911. No. 1,013,831.

Grinding-machine Runner.—James G. Jackson, Glasgow, Scotland, assignor to J. G. Jackson, Ltd., Glasgow, Scotland. Filed March 25, 1910. No. 1,013,777.

Mixing Apparatus.—Milton C. Peters, Omaha, Neb. Filed February 25, 1911. No. 1,013,612. See cut.

Scouring Machine.—Malcolm L. Barbeau, Silver Creek, N. Y., assignor to The S. Howes Co., Silver Creek, N. Y. Filed October 11, 1910. No. 1,013,526. See cut.

### MILLERS' NATIONAL INSURANCE COMPANY.

The Thirty-sixth Annual Report to Policyholders of the Millers' National Insurance Company, among other things says:

Losses for the first eight months of the year 1911 exceeded any similar period in the Company's history, making it necessary to increase the January and July assessments half of one per cent each, putting our mutual assessment on a basis of 7 per cent for the year, or 35 per cent of the Note, equal to a saving of 65 per cent on the basis of a cash premium for the rate charged.

The last four months of the year showed a gratifying decrease in losses, which, if continued during the first half of the current year, will enable us to decrease our rate of assessment to the basis of 1909 and 1910, or lower.

Notwithstanding the increase in assessment rate, the losses and expenses of our mutual business exceeded the mutual income; which includes not only assessments, but membership fees, by nearly \$85,000.00, which has been made good by the profit on our cash business and interest income, leaving a small amount to be carried to net cash surplus, to

Liabilities.	
Unpaid losses, including all reported or supposed losses	\$ 43,631.98
Unearned premiums at 50 per cent fire risks running one year or less	\$148,271.46
Unearned premiums pro rata fire risks running more than one year	207,758.17
Total reserve required by law	\$ 356,029.63
Guarantee deposits	271,493.31
Accrued state, county and municipal taxes	12,362.87
Commission on current business	4,910.30
All other claims	1,350.00
Total liabilities	\$ 689,778.09
Cash surplus, including permanent fund	\$ 1,013,587.24
Permanent fund	500,000.00
Surplus, less permanent fund, as required in some states	\$ 513,587.24
Premium notes subject to assessment (net value)	4,417,683.18
Surplus over all liabilities, including notes and permanent fund	\$ 4,931,270.42

### Income During the Year.

Premiums on cash policies	\$ 518,046.02
Premiums on mutual policies	96,567.96
Assessments on mutual policies	369,003.64
Total premiums and assessments	\$ 983,617.62
Deduct return and re-insurance premiums	223,895.97
Net premiums and assessments	\$ 759,721.65
Interest on investments	77,633.86
Total income for year	\$ 837,355.51



## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### ELEVATORS AND MILLS

#### FOR SALE.

Elevators in Illinois and Indiana that handle from 150,000 bushels to 300,000 bushels annually. Good locations. Prices very reasonable. Address JAMES M. MAGUIRE, Campus, Ill.

#### ELEVATORS IN NORTHWEST FOR SALE

Sixteen elevators in North Dakota and Minnesota for sale. Good stations; prices reasonable. Will sell either as a line or separate. Address 308 BOARD OF TRADE, Duluth, Minn.

#### TERMINAL ELEVATOR FOR SALE.

Terminal Elevator at Minneapolis, Minn., for sale. Good storage and working house. Valuable trackage. Reasonable price and terms. Also country elevators in Iowa, North and South Dakota. Write for particulars. Address MINNEAPOLIS, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

#### FINE TERMINAL PLANT FOR SALE.

Grain Elevator property for sale at Harvey, Ill., on Grand Trunk Railroad. Description: 10 fire-proof storage tanks, capacity 250,000 bushels; bleaching tower; boiler house and boiler; office; motors; machinery; electric switches; concrete foundation for working house, etc. Direct and belt connections with all railroads. Address H. W. ROGERS & BRO., Western Union Bldg., Chicago, Ill.

#### OHIO ELEVATOR FOR SALE OR TRADE.

Ohio elevator for sale or trade for good land. No better location for grain and hay business. Handles from 300 to 400 cars of grain and hay and 40 to 50 cars of coal annually; also 500 to 1,500 bushels of clover and timothy, as well as all other commodities handled by elevators. Has complete outfit: dump, two wagon scales, hopper scales for loading cars, gasoline engine. Located on Big Four R. R., with siding to elevator. Graded schools, four churches, two banks, seven pikes leading to town, which has 1,000 people. Must see elevator and country to appreciate the opportunity. Price, \$5,000. Address OTIS, Box 1, care of "American Elevator and Grain Trade," Chicago, Ill.

#### ELEVATOR IN OHIO FOR SALE.

Elevator located in the best city in Ohio for its size; 20,000 people; has 4,500 shopmen on pay roll and 1,500 women in garment and silk mills. Five railroads, two traction lines. Elevator handles from 75,000 to 100,000 bushels of grain annually; retails about 75 cars of coal at a margin of \$1 per ton. Has large feed trade, with complete feed grinding outfit. Can handle from 100 to 200 cars of hay annually, and also handles large amount of tile, salt, cement, clover and other seeds. Located in center of city, with siding at elevator, on Big Four R. R. Must see to realize that such an opportunity is seldom found. The books will substantiate this advertisement. If interested answer immediately. Address ELEVATOR, Box 1, care of "American Elevator and Grain Trade," Chicago, Ill.

### MACHINERY

#### TWO GASOLINE ENGINES FOR SALE.

Two gasoline engines in excellent condition for sale; 15 and 4 horsepower. Address W. C. TOLES CO., 4034 N. 42nd Court, Chicago, Ill.

#### ENGINES FOR SALE.

Buckeye, Bates Corliss, Bullock, Atlas, and New York Safety Engines for sale. Various sizes. Also two Ingersoll Air Compressors. Will sell at bargain. OAKDALE IRON COMPANY, 1119 McCormick Bldg., Chicago.

### SCALES

#### SCALES FOR SALE.

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free. CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

#### BOOKKEEPING TROUBLES?

Use an Economy Ledger for all local outgoing stuff. Send for sample page. Address ECONOMY CO., Roswell, S. D.

#### ELEVATORS BOUGHT AND SOLD.

I have elevators for sale in all the grain belts, also buyers for all kinds of plants. Write me. R. W. JETER, The Elevator Salesman, Ashton, Ill.

#### LOOK AT THIS!

4,000 large, Number 5, size PEERLESS Shipping Tags, printed for you for \$5.00, 30 days' time. Send printed copy. Lower prices, larger lots. Samples free. Address PEKIN BOOK CO., Box 394, Detroit, Mich.

### MACHINERY WANTED

#### OAT CLIPPER AND SEPARATOR WANTED.

Am in the market for a large oat clipper; also large oat and wheat separator, either new or rebuilt. Address W. H. McCORMICK, Billings, Mont.

#### WANTED TO BUY.

We are cash buyers of second-hand grain elevator machinery of all kinds; belting, shafting, buckets, hangers, power transmission and conveying machinery of all descriptions. Send us a list of what you have to offer. THE CLINTON SUPPLY CO., 117 So. Clinton St., Chicago, Ill.

### BELTING

#### USERS OF BELTING READ THIS.

Ten thousand feet of new rubber belting for sale, 1½ to 4 inches wide, 50 and 50 off list; 5 to 12 inches wide, 50 and 40 off list. Samples sent showing quality. Address J. F. RIPLEY, Joplin, Mo.

### ELEVATOR WANTED

#### ELEVATOR WANTED.

Wanted:—To buy or rent elevator. Address W. A. MELOY, Metamora, Ind.

## Grain and Seeds

#### QUOTE ME PRICES

On bran, shorts, mill feed, oats, chops, snapped and shelled corn; demand heavy. A. S. LEWIS, 412 Slaughter Bldg., Dallas, Texas.

#### EAR CORN IN SHUCK WANTED.

Ear corn in shuck wanted. First class quality. Quote prices delivered Texas points. Address REINHARDT & COMPANY, Jacksonville, Texas.

#### SEEDS FOR SALE.

Orchard Grass and Kentucky Blue Grass seed for sale. Ask for free booklet, samples and prices. Address LOUISVILLE SEED CO., Louisville, Ky.

#### MAHOGANY CORN WANTED.

Can use up to 25,000 bushels of mahogany corn. Send samples and name lowest price. Address C. C. LEWIS, Chamber of Commerce, Buffalo, N. Y.

#### FLOUR AND MILL FEEDS.

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

#### ALFALFA SEED FOR SALE.

Choice alfalfa seed for sale. Guaranteed free from weed seeds or dodder. U. S. Agriculture test 98.75% pure. In 5-bushel lots, \$11.00 per bushel; less than 5-bushel lots, \$11.50 per bushel. Address J. M. GATES, Fort Crook, Neb.

## ALFALFA SEED

Utah and Idaho grown. We are the largest primary dealers in the west and received highest award at Exposition Universelle, Paris, France, 1900.

THE C. A. SMURTHWAITE GRAIN & MILLING CO.  
OGDEN, UTAH  
Est. 1887



Headquarters for  
WISCONSIN GROWN  
TIMOTHY and CLOVER  
Also  
DRY LAND MONTANA  
GROWN ALFALFA  
Rosenberg & Lieberman  
MILWAUKEE, WIS.  
Est. 1860

## SEEDS WANTED

We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa Clover, Millet, Red Top, or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

#### ILLINOIS SEED CO.

1521-1535 Johnson St.

CHICAGO, ILL.

# 99

For twenty-five years 99 Board of Trade has led as headquarters for latest grain news and descriptive literature covering world's crops. Wagner Letter Wagner Crop Booklet, Hix Almanac—"Grain Investments" sent on request.

Write to 99.

E. W. WAGNER & CO., 99 Board of Trade, CHICAGO

Edward P. McKenna

John A. Rodgers

## McKENNA & RODGERS COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given  
Special Attention

Phone  
Harrison 7228

Orders in Futures  
carefully executed

# 6000 HOGS

are eating damaged grain in our pens. We buy all kinds of damaged feed in car lots. Wire us about your troubles. Cholera immune weaned pigs, feeders and brood sows always for sale.

UTILIZATION CO., GRAND RAPIDS, MICH.



# GRAIN RECEIVERS

## PHILADELPHIA

**L. F. MILLER & SONS,**  
Receivers and Shippers of  
**GRAIN, FEED, SEEDS, HAY, ETC.**  
OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.  
CONSIGNMENTS SOLICITED. Special attention given to  
the handling of CORN AND OATS.  
REFERENCES: { Manufacturers' National Bank, Philadelphia, Pa.  
Union National Bank, Westminster, Md.

**E. E. DELP GRAIN CO.**  
**GRAIN AND FEEDS**  
453 BOURSE PHILADELPHIA, PA.  
ELEVATOR, TRANSFER HOUSE AND MILLS:  
BOURBON, INDIANA

## BOSTON

**SETH CATLIN, JR.**  
(MEMBER CHAMBER OF COMMERCE)  
**BROKER**  
**GRAIN and FEED**  
Chamber of Commerce, BOSTON, MASS.  
If interested in selling Grain or Feed throughout New Eng-  
land, correspondence solicited.

## LANCASTER

**DO YOU REALIZE**  
That country trade always pays you  
best in every way?  
We work a large country business.  
See the point?  
**JONAS F. EBY & SON, LANCASTER, PA.**

## CINCINNATI

## Store Your Grain

Authorized Public Storage.

Negotiable Elevator Receipts Issued.

In Direct Line for Grain from the West  
to Eastern Markets.

Grain can be Re-consigned to Eastern  
Points any time within SIX MONTHS  
at the through rate.

Write for Particulars as to Storage and  
Insurance Rates, etc.

**THE BIG FOUR ELEVATOR CO.**  
CINCINNATI, OHIO, J. D. LINDSAY, Mgr.

## NEW YORK CITY

**L. A. MOREY CO.**  
**GRAIN**  
Brokerage and Commission  
C 1 Produce Exchange NEW YORK  
CONSIGNMENTS SOLICITED  
MEMBERS { New York Produce Exchange  
National Grain Dealers' Association

**L. W. FORBELL & CO.**  
**Commission Merchants**  
342 Produce Exchange NEW YORK  
Try us with consignments of oats and corn.  
We are Specialists in these grains and  
are strictly Commission Merchants.

**BROOKLYN HAY & GRAIN CO.**  
**HAY, STRAW AND GRAIN**  
**COMMISSION MERCHANTS**  
ON ALL MARKETS IN NEW YORK HARBOR  
Office: Borough of Brooklyn, New York

## INDIANAPOLIS

M. T. DILLEN, President  
W. J. RILEY, Secretary  
Long Distance Phones:  
Bell, Main 3434  
New Co. 3434-K  
**The Cary Jackson Grain Co.**  
Receivers and Shippers of  
Grain, Hay, Flour and Feed  
610 Board of Trade INDIANAPOLIS, IND.  
**TRY US**

**The**  
**Bassett Grain Co.**  
**INDIANAPOLIS**  
Telephones 80 615-616 Board of Trade

**FRANK A. WITT**  
**GRAIN**  
Strictly Commission and Brokerage  
Close attention to the details of all business.  
627 Board of Trade, INDIANAPOLIS, IND.  
Phone 3630

## CRAWFORDSVILLE, Ind.

**Crabbs Reynolds Taylor Company**  
**CLOVER SEED**  
Car Lot BUYERS of GRAIN  
**Crawfordsville Indiana**

## PEORIA

**P. B. & C. C. MILES**  
Established 1875 Incorporated 1910  
**PEORIA, ILL.**  
Handling Grain on Commission  
Our Specialty

A. G. TYNG, Jr. D. D. HALL  
**TYNG, HALL & CO.**  
**Grain and Commission**  
**Merchants**  
Rooms 33 and 35 Chamber of Commerce  
PEORIA, ILLINOIS

C. W. Buckley. Thos. J. Pursley  
**Buckley, Pursley & Co.**  
**COMMISSION MERCHANTS**  
**GRAIN, HAY AND SEEDS**  
PEORIA, ILL.  
References { First National Bank, Peoria, Ill.  
Commercial German National Bank, Peoria, Ill.

**W. W. Dewey & Sons**  
**GRAIN COMMISSION**  
26 Chamber of Commerce, PEORIA, ILL.  
Prompt personal attention given to  
Consignments and orders for grain.

## BALTIMORE

JOHN M. DENNIS, Pres't.  
FERDINAND A. MEYER, V.-Pres't.  
THOMAS C. CRAFT, JR., Treas.  
**LOUIS MÜLLER CO.**  
Grain Receivers and Exporters  
BALTIMORE, MD  
Members of the Baltimore Chamber of Commerce, Chicago  
Board of Trade, St. Louis Merchants' Exchange, Grain  
Dealers' National Association, Indiana Grain Dealers'  
Association.

**CHAS. ENGLAND & CO.**  
RECEIVERS OF  
**GRAIN and HAY**  
308-310 Chamber of Commerce  
BALTIMORE, MD.

## ROOFING AND SIDING

**SYKES STEEL ROOFING CO.**  
114 W. 19th Place, Chicago  
**MAKERS OF FIREPROOF WINDOWS**  
We manufacture all gauges of corru-  
gated iron, either painted or galvan-  
ized. We make Patent Cap Roofing, Roll  
Cap roofing, "V" Crimped Roofing, Metal  
Ceilings, etc., etc.  
We make a specialty of  
**Corrugated Iron and**  
**Metal Roofing**  
**For Grain Elevators**  
And take contracts either for material alone or job completed  
Write us for prices. We can save you money.



# GRAIN RECEIVERS

## TOLEDO

When "Seedy"  
Try  
**C. A. King & Co.**

Futures and Consignments.  
Red Clover, Timothy and Alsike.  
Toledo Leads The World

**JOHN WICKENHISER & CO.**  
Buyers and Shippers of Grain  
We buy F. O. B. your station for  
direct shipment to interior points.  
*Personal attention to consignments.*  
TOLEDO, OHIO

The Oats Specialists  
**H. D. RADDATZ & CO.**  
GRAIN, SEEDS AND FUTURES  
Always in the market to buy or sell. Ask for  
our prices.  
Room 21, Produce Exchange  
TOLEDO, OHIO

Our Customers Are Our Best Boosters  
WHY?  
**Southworth & Company**  
GRAIN and SEEDS  
TOLEDO OHIO

**W. A. RUNDELL CO.**  
GRAIN, MILL FEED, SEEDS  
RECEIVERS AND SHIPPERS  
Solicit Your Consignments—Also Orders in Futures  
Specialty: No. 2 Milling Wheat  
TOLEDO OHIO

"SEND IT TO..." **Zahm**  
THAT CONSIGNMENT OF GRAIN OR SEED,  
THAT ORDER FOR FUTURES.  
**J. F. ZAHM & CO., Toledo, O.**  
FRED MAYER FRED JAEGER  
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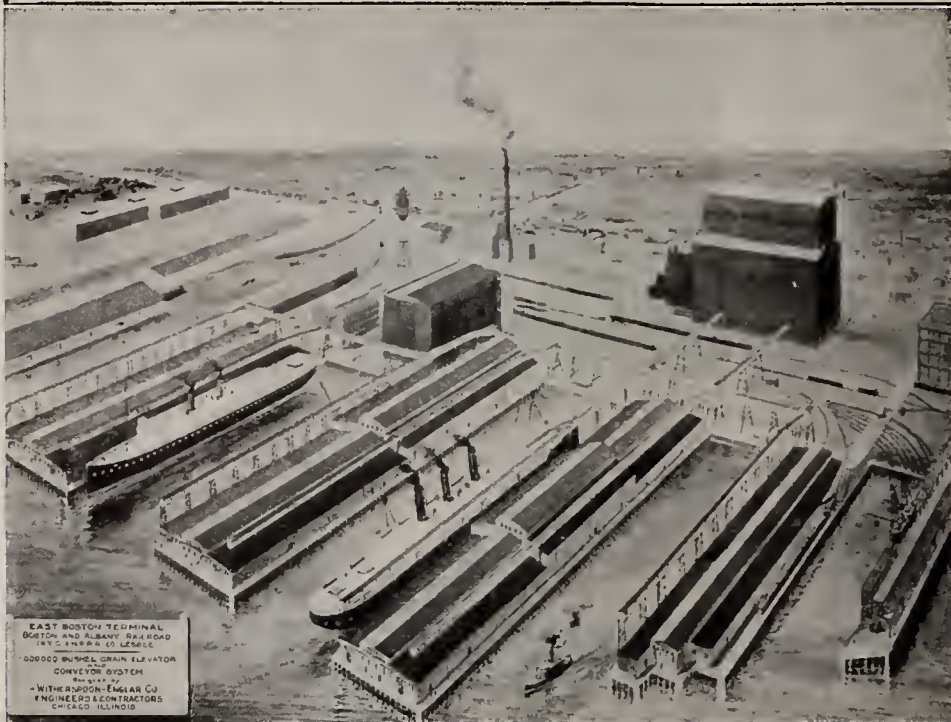


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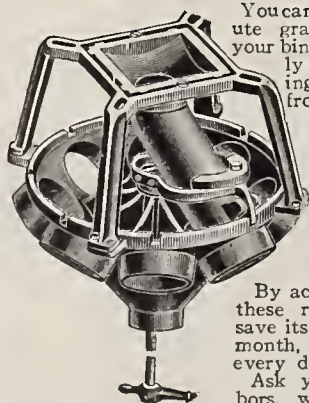
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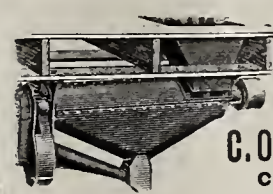
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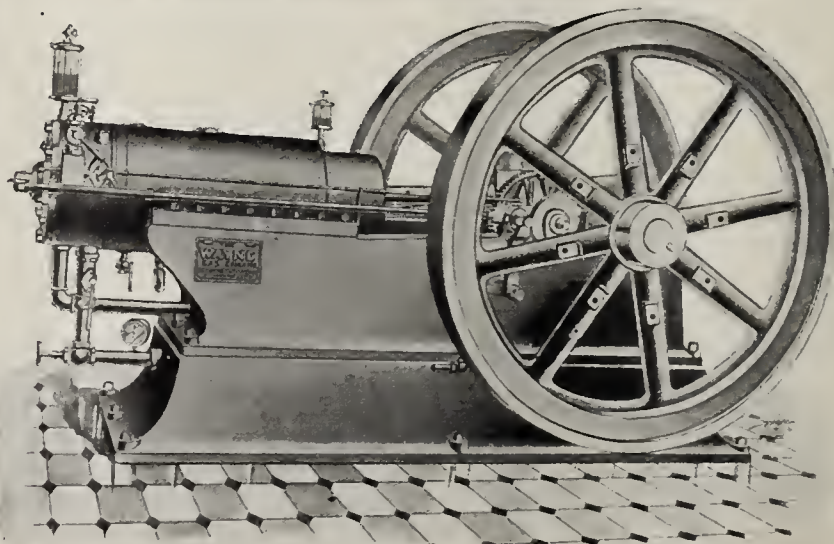
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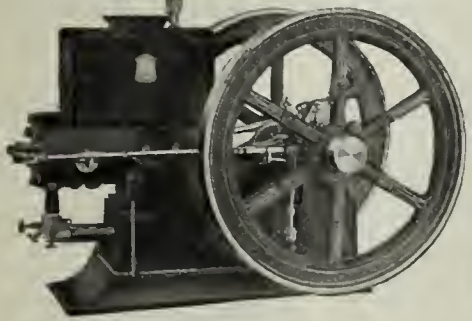
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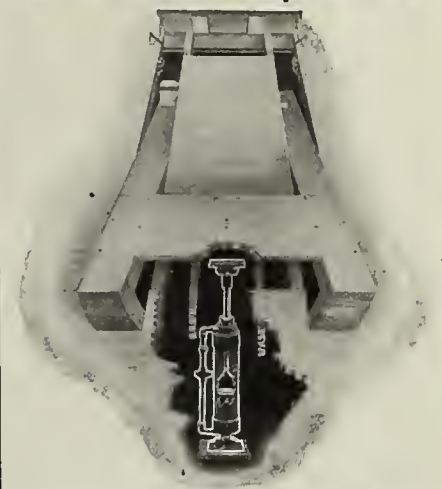
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## THE CUTLER STEAM DRYER

SOLD BY ALL MILL FURNISHERS

Not an Experiment. In successful use 30 years drying  
CORN MEAL, HOMINY,  
BREWERS' GRITS AND MEAL,  
AND ALL CEREAL PRODUCTS.  
ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.

Automatic in operation, requiring no attention.

THE CUTLER CO., North Wilbraham, Mass.  
CATALOG ON REQUEST

THE RAYMOND P. LIFE CO.

SHIPPERS OF GRAIN AND HAY

1330-1333 NICHOLAS BUILDING

TOLEDO, O. April 22, 1911.

The American Elevator & Grain Trade,  
Chicago, Ill.

Gentlemen:

Please discontinue our elevator advertisement, as it is sold. Your paper did the work.

Yours truly,

THE RAYMOND P. LIFE CO.

WE CAN DO THE SAME FOR YOU.



## Merchants and Manufacturers

who contemplate establishing plants in the West and Northwest should take advantage of a location on the

### Chicago and North Western Railway

which reaches the famous Water Powers, Coal Fields, Iron Ore Ranges, Hard and Soft Timber Districts of the West and Northwest, and affords the best means of transportation to the markets of the world.



The Pioneer Line West and Northwest of Chicago

For further particulars apply to

George Bonnell, Industrial Agent  
Chicago, Ill.

NW2011

## Progressive Grain Men

Are interested in all phases of the grain business, the milling as well as the marketing of grain. They aim to keep in touch with the consuming trade and know what becomes of their grain in the markets of the world. Such men find the

### AMERICAN MILLER

a big help because it fully covers the business of milling wheat and other cereals.

Published on the first of each month, it gives all the news of the milling world and prints a large amount of technical matter that is of interest to the elevator man as well as the miller.

We will send the American Elevator and Grain Trade and American Miller to one address for one year at the combination price of \$2.50. Send in your subscription now.



As a Roofing and Siding for Grain Elevators

## PROTECT YOUR BUILDINGS FROM SPARKS



Live Coal on "Burmite"

### A BUILDING COVERED WITH

Ready-To-Lay

# Burmite

Reg. U. S. Pat. Off.

is absolutely SPARK-PROOF. A recent test is which a red hot coal was placed on the slate-surfaced "Burmite" Material, and allowed to remain there until it cooled, very clearly proved this. See illustration in upper right hand corner.

Dealers in Building Material should write at once to Bermingham & Seaman for copy of their "PLAN FOR HELPING YOU GET NEW TRADE AND SELL MORE ROOFING."

Losses aggregating millions of dollars annually are caused by flying sparks from locomotives, chimneys and forest fires.

"Burmite" is the outcome of years of experience in manufacturing a material for **Roofing and Siding** Residences, Business and Factory Buildings, Elevators, Mills, Barns, Garages, etc.—**NEW or OLD**, of any kind of construction. It is unconditionally **Guaranteed for 10 Years without Coating or Painting.**

Let us send you free of all charges and obligation, our Booklet, "Burmite Quality Counts." Samples and advertising literature.

**Bermingham & Seaman Co.**  
Roofing Manufacturers, CHICAGO

General Offices: 1208-26 Tribune Building  
Plant: 56th, Armitage and Grand Avenues

USE THIS COUPON

Bermingham & Seaman Co., Tribune Bldg., Chicago

Mail to my address, as above, Samples and Free Booklet. This places me under no obligation.

Name .....

Town..... State.....  
Am. E. & G. T.-10



## HOME BANK and TRUST COMPANY

Milwaukee and Ashland Aves.

CHICAGO

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Capital	- -	\$300,000.00
Surplus	- - -	50,000.00
Undivided Profits		9,793.40
Deposits	- - -	597,121.77

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## OFFICERS:

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CHAS. R. HOERR, Vice-Pres.    WM. O. CONRAD, Asst. Cashier

## DIRECTORS:

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Dr. K. A. Zurawski	Peter L. Evans	R. I. Terwilliger
	Charles F. Hoerr	

## Old Colony Trust and Savings Bank

Old Colony Building

CHICAGO

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Capital Stock	. . . . .	\$200,000.00
Surplus	. . . . .	50,000.00
Undivided Profits	. . . . .	382.46
Deposits	. . . . .	268,035.98

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RALPH C. WILSON, Vice President and Cashier  
HUGO MEYER, Assistant Cashier

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E. M. BOARD	F. G. HOAGLAND	J. G. BUDDE
THAD. H. HOWE	W. E. BUEHLER, M. D.	RALPH C. WILSON

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Opened for Business June 1, 1911

## THE CORN EXCHANGE NATIONAL BANK of CHICAGO

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Capital	- - - - -	\$3,000,000.00
Surplus	- - - - -	4,000,000.00
Undivided Profits	- - - - -	1,000,000.00
Deposits	- - - - -	60,000,000.00

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CHAUNCEY J. BLAIR, Vice-President	D. A. MOULTON, Vice-President
B. C. SAMMONS, Vice-President	JOHN C. NEELY, Secretary
FRANK W. SMITH, Cashier	J. EDWARD MAASS, Ass't Cashier
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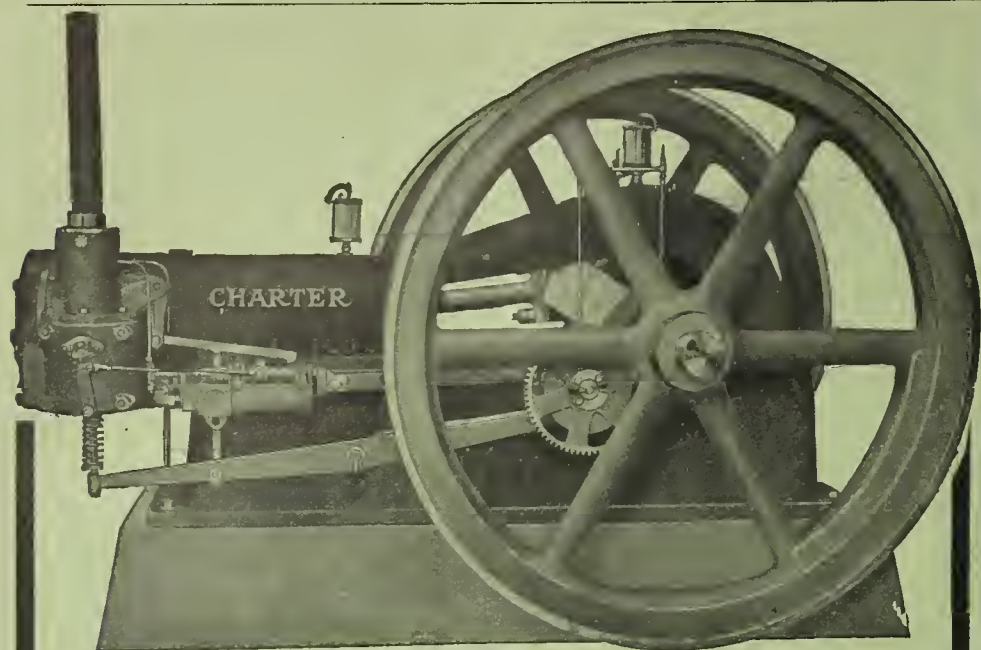
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UNITED STATES DEPOSITARY

FOREIGN EXCHANGE

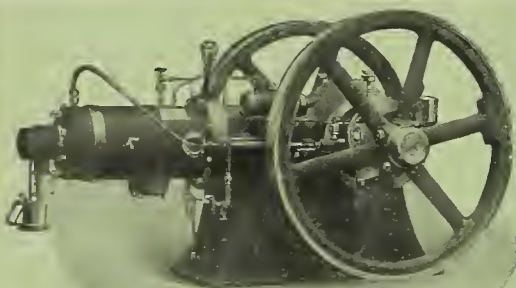
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**ORIGINAL GASOLINE ENGINE OF THE WORLD**

100 H. P. and Smaller—for all kinds of work.  
Gasoline, Kerosene, Naphtha, Distillate, Gas, Fuel Oil (very economical)  
Send for Catalog and Give Your Specifications

**Charter Gas Engine Co., 400 Locust St., Sterling, Ill.**

**It Costs 5c an Hour**

to operate a 25 H. P. Muncie Oil Engine, other sizes in proportion,

Uses Crude Oil, Fuel Oil, Gas Oil, Solar Oil, Kerosene or Distillate.

But two mechanically operated attachments. Powerful, Simple, Automatic and Durable. Write us.

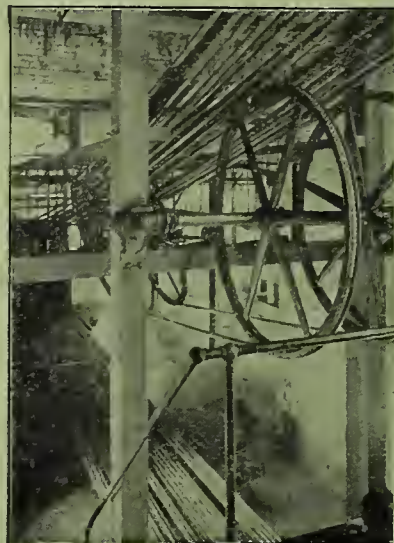
**MUNCIE GAS ENGINE & SUPPLY CO.**

Liberty Street

MUNCIE, IND

## WEBSTER ROPE DRIVES

### FOR TRANSMITTING POWER



MAIN ENGINE DRIVES  
DISTRIBUTION DRIVES

THIS drive consists of two parts, of 13 wraps each, with separate tension carriages traveling parallel tracks. It delivers power to a long beater line shaft, from which distribution is made by rubber belting to 24 beaters on the floor above and to the main machine line for driving the paper machines and auxiliary equipment.

We have specialized for many years on elevator equipment, and are prepared to furnish advice and suggestions that will materially aid you.

Let us show you the advantages of the Webster Rope Drive, to meet your exact requirements.

Drop a line to our nearest office for complete information.

**THE WEBSTER MFG. COMPANY**

NEW YORK  
88-90 Reade St.

TIFFIN, O.

CHICAGO  
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## WELLER—MADE

### Spiral Conveyors



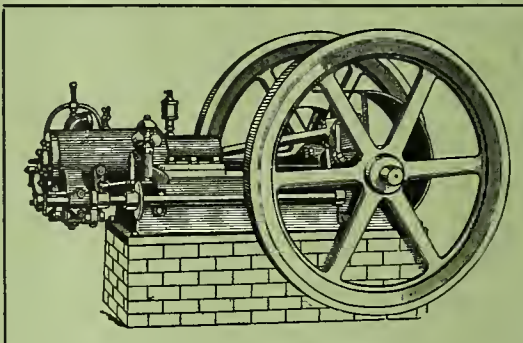
—the kind that last longest and give the best service

Unfailing reliability under all conditions has proven the value of our Cold Rolled Sectional Flight Spiral Conveyor, and its superiority over all other types. We make it in various styles for handling all classes of materials. Write for a copy of our new 575 page catalog—and for estimates on any kind of elevating, conveying or power-transmitting machinery.

**Weller Mfg. Co.,**

**Chicago**

## The Lambert Gasoline Engine



Operated without the use of Battery

**STATIONARY and  
PORTABLE**

Thousands in Use

**Thoroughly well Built  
and Fully Guaranteed.**

Write for Catalog and Prices

**THE LAMBERT GAS & GASOLINE ENGINE CO.**

Anderson, (East Side)

INDIANA



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No grain elevator can be complete today without

### The Day Dust Collecting System

It is storm proof and spark proof and with no back pressure, the fan does more and better work.

The "Day" Means Quality

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